

GRAIN DEALERS JOURNAL

In This Number:

Proceeds of a Draft a Preferred Claim

Buyer Forced to Pay the Freight

How to Build a Concrete Cob Burner

Oklahoma Has Lost Confidence in Pool Promoters

Miami Valley Dealers Will Buy by Grade

Proposed Transit Rules Amended

Car Must Be Actually Loaded Within Life of Contract

Ohio and Michigan Dealers in Joint Session

Code Messages to Say What You Mean

Every grain dealer draws a sharp distinction between time of shipment and time of delivery. So does the Universal Grain Code which devotes three pages to various periods of time often used in grain trade transactions. The time of shipment is always earlier than the time of delivery so the code words to indicate time of shipment are placed in the left hand column of the page while the time of delivery is placed in the right hand column as follows:

TIME OF SHIPMENT AND DELIVERY

45

Seller's option unless otherwise specified

SHIPMENT		DELIVERY
Fabaceous	Immediate	Faithless
Fabian	Prompt	Faitour
Fable	As soon as possible	Fakir
Fabling	Regular	Falcate
Fabric	Immediately on arrival	Falchion
Fabricate	As soon as made	Falciform
Fabricator	To-day	Falcon
Fabrile	To-morrow	Falconet
Fabulist	Within three days	Faldage
Fabulizing	Within five days	Faldfee
Fabulosity	This week	Falding
Fabulous	Within one week	Faldisdory
Faburden	Within ten days	Falernian
Facade	Next week	Fallacious
Faceless	Within two weeks	Fallacy

If you would facilitate all wire transactions in your business, avoid errors and reduce your telegraph tolls, you will use the Universal Grain Code which is arranged in alphabetical order throughout. The book is 7x4 $\frac{5}{8}$ inches in size, printed on high grade bond paper and bound in black flexible leather, price \$3.00; book paper, board covers, \$1.50. Send now to Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill., for your copy of the Universal Grain Code.

Grain Doors Off in 2 Minutes

With a steady push, this powerful tool removes grain doors in two minutes. No chopping, no breakage, no delay. Air does the work when you use the

Peterson *Pneumatic* Grain Door Remover

With 100 lbs. air pressure, the Peterson exerts 6,000 lbs. pressure on the door, ample to remove an entire section. Surplus air handy for cleaning, signalling, etc.

PANK Grain Door Remover

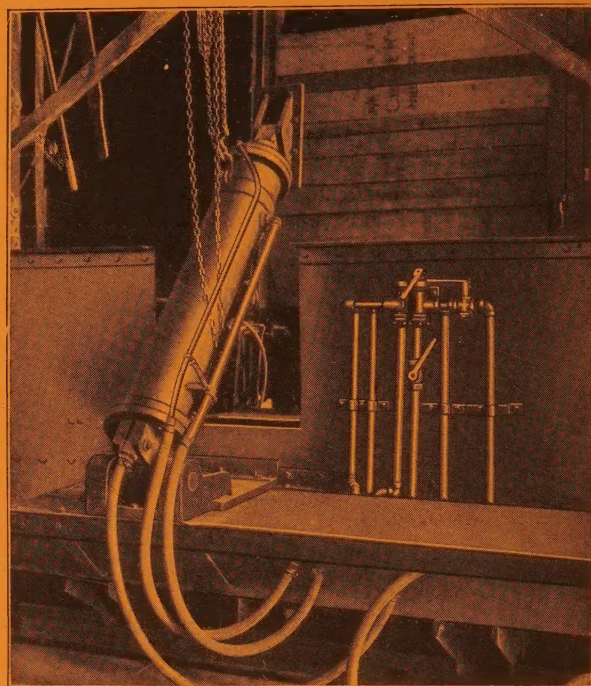
a simple, hand operated tool. Turning the fly-wheel develops a powerful leverage with enough pressure to easily open any door or entire section. Installed in either new or old elevators.

Write for our special catalog on these dependable, money-earning grain door removers.

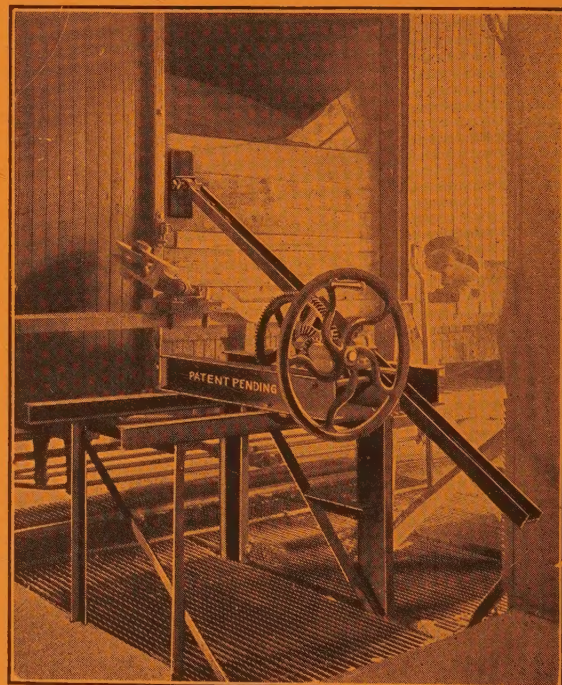


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They hold more, are placed closer on belt, discharge perfectly. Nothing to change but the cups. We carry full stocks.



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Everything for Every Mill and Elevator

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Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.*
Beasley Grain Co., J. N., grain and seeds.*
Great West Mill & Elevator Co., millers, grain dls.*
Hardeman-King Co., millers and grain dealers.
Kearns Grain & Seed Co., grain, field seeds.*
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*

ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.*

BALTIMORE, MD.

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Lederer Bros., grain receivers.*

BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.*
Hasenwinkle-Scholer Co., corn and oats.*

BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.*

BUFFALO, N. Y.

Corn Exchange Members.
Hannon, Harry J., brokerage exclusively.
Leeson Grain Co., Inc., consignments.
McKillop, Inc., J. G., consignments.*
Sunset Feed & Grain Co., Inc., feed and grain.*

BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,
kiln-dried buckwheat flour.

CAIRO, ILL.

Board of Trade Members.

Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.*

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Board of Trade Members.

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Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.*
Chicago Grain & Salvage Co., salvage grain.
Clement, Curtis & Co., members all exchanges.*
Cross, Roy, Eberhart & Harris, grain commission.*
Dole & Co., J. H., grain and seeds.*
Harris, Winthrop & Co., grain commission.*
Hoit & Co., Lowell commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.
Lamson Bros. & Co., consignments solicited.*
Logan & Bryan, grain, stocks, provisions.
McKenna & Strasser, commission merchants.*
Norris Grain Co., grain merchants.*
Pope & Eckhardt Co., commission merchants.*
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*

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Cleveland Grain & Mfg. Co., grain merchants.*
DeMolet Grain Co., receivers and shippers.
Early & Daniel Co., grain, hay, feed.*
Granger & Co., Dan. B., commission, grain and hay.*
Scholl Grain Co., grain merchants.*

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Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.*
Cleveland Grain & Milling Co., The, recvrs. & shprs.*
Shepard, Clark & Co., grain merchants.

COLUMBUS, O.

Smith & Sayles Grain Co., The, buyers and shippers.*

DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.*
Dal-Tex Grain Co., stock and poultry feed.
Doggett Grain Co., wholesale grain.
Finley, W. H., wholesale grain broker.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Houlton Grain Co., wholesale grain.*
Kellogg Grain Co., O. M., receivers and shippers.

DENVER, COLO. (Continued)

Farmers Union M. & E. Co., millers, grain mchts.
Rocky Mountain Grain Co., export and domestic grain.*

DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.
Goffe & Carkener, Inc., grain commission merchants.
Isely Lbr. Co., The C. O., cane seed, wheat, kafir.*

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Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.*
Lockwood, Lee, broker.

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Blinn, Fred W., grain dealers.*

EMPORIA, KANS.

Trusler Grain Co., grain merchants.

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Cox Grain Company, C. H.
Davis-Noland-Merrill Grain Company.
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Enid Milling Company.*
Ferguson-Shircliff Grain Company.
Feunquay Grain Company.*
Geis-Price Elevator Company.
Goltry Grain Company.
Henry Grain Company, John.*
Humphrey Grain Company, E. R.
Johnston, W. B.*
Union Equity Exchange.

FORT DODGE, IOWA.

Mulholland & Thorsen, grain merchandisers.

FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.
Bennett & Co., Jas. E., grain, stocks, provisions.*
Carter Grain Co., C. M., brokerage, consignments.*
Claborn, H. L., mgr. J. S. Bache & Co., futures.
Dorsey Grain Co., strictly brokers, consignments.
Ft. Worth Elevators Co., gr. merchants, pub. storage.
Federal Commission Co., brokers, consignments.*
Gladney Grain Co., consignments.
Isbell Grain Co., grain merchants.
Kimball Milling Co., grain merchants, pub. storage.
Moore-Seaver Grain Co., recvrs., shprs., consignments.*
Ralston Furina Co. of Texas, feed.
Rogers Co., E. M., strictly bkg. and consignments.*
Transit Grain & Com. Co., consignments, brokerage.*
Tillery Grain & Com. Co., export, bkgm. consignments.*
Universal Mills, "Superior Feeds".
West Grain Co., consignments, merchants, brokers.

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Shaw, Thomas F., export grain.*

GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

GUTHRIE, OKLA.

Logan County Mfg. & Gr. Co., mchts., pub. storage.

HOUSTON, TEXAS.

Merchant Exchange Members.

American Maid Flour Mills, mfg. gr., exporters.
Beatty-Archer Co., grain brokers only.*
Dixon & Co., E. S., grain receivers, feeds.*
Downman Grain & Hay Co., B. C., gr., fd., hay.*
Rothschild Co., S., grain, c/s products, rice, b/p.*
South Texas Grain Co., grain & feed.*

HUTCHINSON, KANS.

Board of Trade Members.

Goffe & Carkener, Inc., grain merchants, futures.
Midwest Grain Co., country run wheat.*

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Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain & Milling Co., grain commission.*
Hart-Malbucher Co., grain merchants.*
Kinney Grain Co., H. E., receivers and shippers.*
Montgomery & Tompkins, receivers and shippers.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Board of Trade Members.

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Bruce Bros. Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, mlo.*
Davis Grain Co., A. C., grain commission.
Davis-Noland-Merrill Grain Co., grain mchts.*
Denton Hart Grain Co., consignments.*
Ernst Davis Commission Co., consignments.
Lichtig & Co., H., kafir, mlo, screenings.
Logan Bros. Hart Grain Co., receivers and shippers.*
Moore-Seaver Grain Co., grain receivers.*
Norris Grain Co., wheat, oats, barley, corn.*
Shannon Grain Co., consignments.
Thresher Grain Co., R. J., grain commission.*
Uhlmann Grain Co., grain merchants.*
Updike Grain Corp., consignments.
Vanderslice-Lynds Co., commission.*
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*
Wyandotte Elevator Co., grain merchants.*

LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.*

LAWRENCEBURG, IND.

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Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

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Farmer Co., E. L., brokers, grain and millfeed.

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Bingham-Hewett Grain Co., recvrs., shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Thomson Elevator Co., grain dealers.
Zorn & Co., S., receivers and shippers.*

McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.*
U. S. Feed Co., grain, hay, millfeed.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

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Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.*
Kamm Co., P. C., grain shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Fraser-Smith Co., grain merchants.*
Hallet & Carey Co., grain merchants.*
Hiawatha Grain Co., screenings.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*
Van Dusen-Harrington Co., grain merchants.*

NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.*

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bag.
Jones & Co., M. B., buyers—quote us.*
Therrien, A. F., broker.

OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.
Bennett & Co., Jas. E., grain, stocks, provisions.
Hardeman-King Co., millers, grain dealers.*
Jackson Grain Co., grain merchants.
Mid-State Grain Co., The, grain & feed mchts.
Polson Grain Co., mill wheat specialists.
Scannell Grain Co., E. M., grain and feed.
Stinnett Grain Co., grain merchants.*
Vandenburgh, Jesse, milling wheat.
White Grain Co., wheat, corn, oats, kafir.*
White-Richert Grain Co., coarse grain, field seeds.
Winters Grain Co., grain merchants.

OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., commission and brokerage.*
Updike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., O. H., grain commission.
Luke Grain Co., grain commission.*

PEORIA (Continued)

Miles, P. B. & C. O., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.*
McCague, Ltd., R. S., grain, hay.*
Stewart & Co., Jesse C., grain and mill feed.*

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.*

ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.*
Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Martin & Knowlton Grain Co., grain merchants.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*

SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.*
Custenborder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.*
Zahn & Co., J. F., grain and seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*
Kansas Terminal Elevtr. Co., gr. mchts., public storage.

WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.
Baker Grain Co., The A. F., wheat, corn, oats, kafir.
Blood Grain Co., I. H., receivers and shippers.
Brady Grain Co., consignments.
Craig Grain Co., The, grain merchants.
Kelly Grain Co., Edw., mlg. wheat a specialty.

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.*

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shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

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The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

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Grain Merchants—Export and Domestic.

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GRAIN DEALERS JOURNAL

309 So. La Salle St. Chicago, Ill.

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grain and seed dealers, feed and flour millers were glad to welcome Michigan and Ohio dealers to their city and appreciated another opportunity of better acquainting these dealers with the Toledo markets. It is our sincere hope that this visit was interesting and profitable enough to warrant another visit soon.

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KANSAS CITY

Board of Trade
Members

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49 Years

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Modern Fireproof Storage



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87 Board of Trade - - Chicago
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Produce Exchange - New York City
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CONSIGNMENTS

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Incorporated
CONSIGNMENTS

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OATS

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Norris Elevator—Murray Elevator

CORN
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Writethe JOURNAL today.Produce Exchange
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Specialists in WHEAT, CORN, OATS
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Send Your Offerings to
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*Modern elevator facilities
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Domestic Wheat — Bonded Wheat — Domestic Oats

The New York Wheat Futures Market provides an ideal hedge for millers and exporters.

The desirable grades only of Domestic Wheat are deliverable on contract with nothing below No. 2 Hard Winter, No. 2 Red Winter and No. 2 Northern Spring. The bonded contract is for the Standard Export Grades of Canadian Wheat deliverable under the original Dominion Certificates.

Wheat at Buffalo is at a most desirable distributing point for Eastern mills and from Buffalo export grain can be shipped via any Atlantic port as ocean freight is available.

Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at $\frac{1}{2}c$ premium and No. 3 white at $1\frac{1}{2}c$ discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are $\frac{1}{4}c$ per bushel for **non-members** residing in United States and Canada and $\frac{3}{8}c$ per bushel for **non-members** residing outside of the United States and Canada. Commissions are $\frac{1}{8}c$ per bushel for **members** residing in the United States and Canada and $\frac{1}{4}c$ per bushel for **members** residing outside of the United States and Canada.

Members of the Clearing House are as follows:

Andrus, C. W., & Son
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**GUARANTEES
SERVICE**



**GUARANTEES
SAFETY**

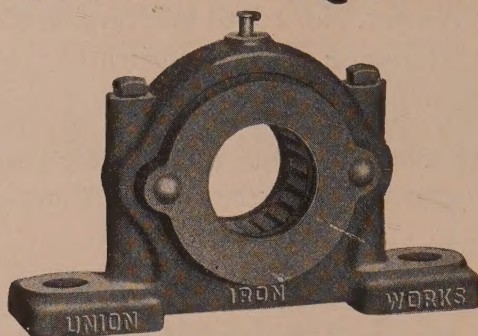
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WESTERN SHELLERS AND CLEANERS AND LINE SHAFT EQUIPMENT



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lost motion cut to
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— only two
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As the movable joints of a car mover wear, speed and power is taken up by play.

The New Badger Car Mover has the least possible number of joints—only two—giving the most efficient service over the longest period of wear.

The New Badger shifts loaded or unloaded cars quickly and easily with a saving of both time and money.

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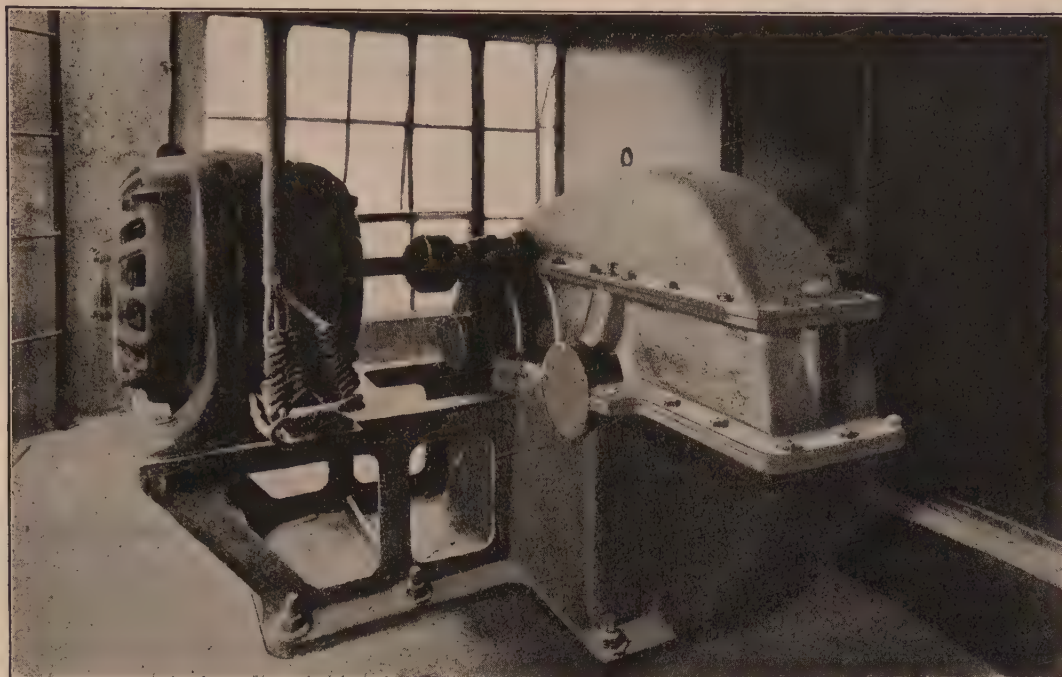
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{ Ball	Oat Clipper
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Car Liners	Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
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Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago



Falk Herringbone Gear Speed Reducer—30 H. P., 1200 to 30 R. P. M.
In the Elevator of the American Maize Products Co., Robey, Indiana

FALK

The *New* Speed Reducer

The Falk Speed Reducer that has for years served so faithfully in grain elevators is now produced in standard sizes and ratios, delivered from stock promptly.

Falk Speed Reducers combine those many advantages of economical operation, compact size, perfect lubrication and simplicity that assure constant, faithful service without any attention save the renewal of oil once a year.

Our new bulletin is just off the press. A copy will be sent you on request.

THE FALK CORPORATION

Milwaukee

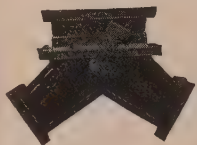
Wisconsin

Gears — Speed Reducers — Flexible Couplings — Oil Engines

THESE BIG MILLING COMPANIES

Know Equipment and Have Used

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The fact that Ehram Elevating, Conveying and Transmission Equipment has been furnished in Grain Elevators for the following Big and Well Known Companies during the past two years is evidence, we think, that Ehram Equipment satisfies the most exacting equipment buyers.



Washburn Crosby, Kansas City, Mo.
El Reno Mill & Elevator Co., El Reno, Okla.

Eagle Milling Co., Edmund, Okla.
W. J. Lawther, Dallas, Texas.

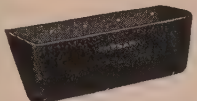
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Kimbell Milling Company, Ft. Worth, Texas

Liberty Mills, San Antonio, Texas.

The above elevators built by

Jones-Hettelsater Constr. Co.
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Grain Handling Milling Equipment

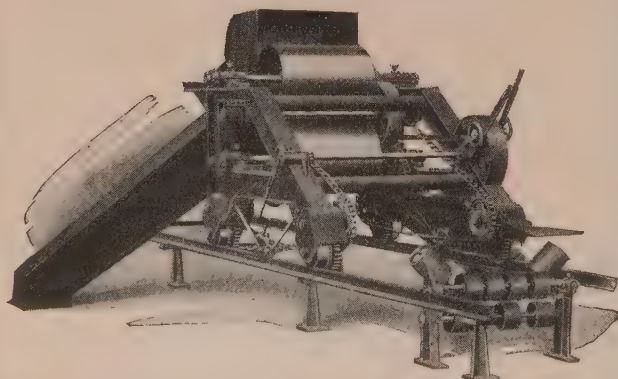
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ENTERPRISE, KANS.

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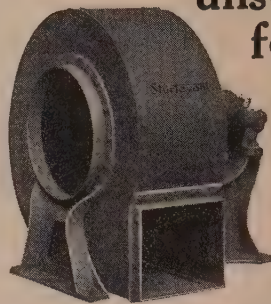


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Fans and Collectors unsurpassed for grain elevators



FOR over 60 years Sturtevant Dust Collecting Fans have been unsurpassed in efficiency and economical operation. In design and construction they have always been recognized as the best.

Such features as accurate balance, forward curved blades, low power and low maintenance cost have made these fans the choice of engineers specializing in grain elevator work.

Sturtevant also manufactures dust collectors and is thoroughly competent in the design and application of modern dust collecting systems for grain elevators.

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B. F. STURTEVANT COMPANY
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1700

Confirmation Blanks Simple-Complete-Safe

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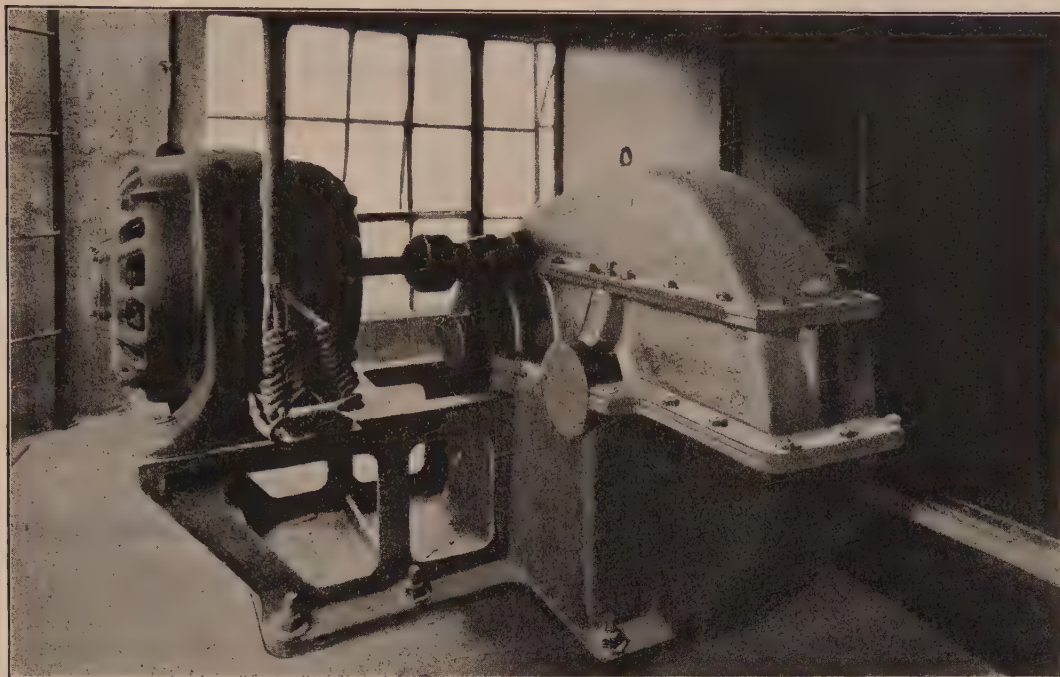
This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5 1/4" x 8 3/4".

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309 S. La Salle Street CHICAGO, ILL.



Falk Herringbone Gear Speed Reducer—30 H. P., 1200 to 30 R. P. M.
In the Elevator of the American Maize Products Co., Robey, Indiana

FALK

The *New* Speed Reducer

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Falk Speed Reducers combine those many advantages of economical operation, compact size, perfect lubrication and simplicity that assure constant, faithful service without any attention save the renewal of oil once a year.

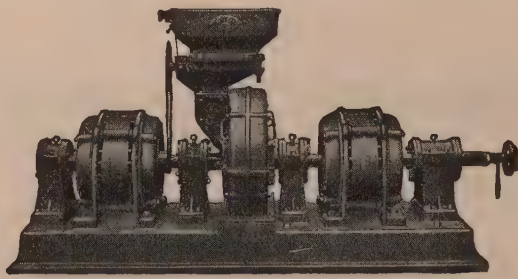
Our new bulletin is just off the press. A copy will be sent you on request.

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Milwaukee

Wisconsin

Gears — Speed Reducers — Flexible Couplings — Oil Engines



Munson Ball Bearing Attrition Mill

Less power per ton.

Easy to adjust and handle.

Equipped with the original Undercut Rib grinding plate—the plate of longer life and more uses.

Munson Mill Machinery Co., Inc.

Since 1825

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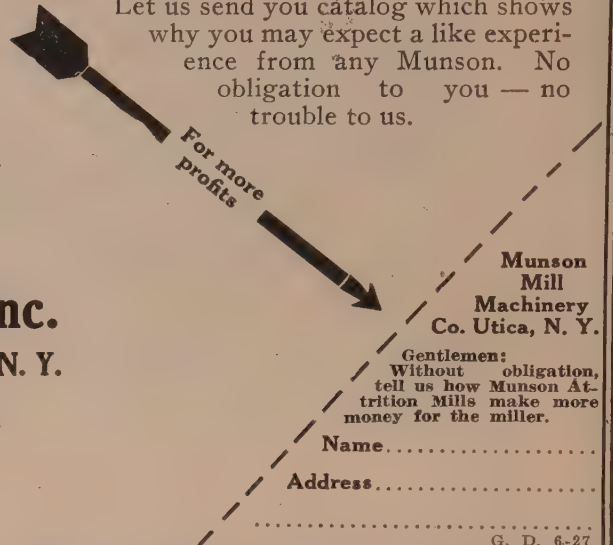
Representatives: Strong, Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.; A. D. Hughes & Co., Wayland, Mich.

"These facts remain"---

"the money this mill has earned for us is in the banks and not in repair bills. Our customers are satisfied because their feed is ground to their liking, not having a trace of unground grain in it, a fact we cannot say of other mills we have used."

This Middle West miller speaks from experience. Why not benefit from his experience instead of experimenting?

Let us send you catalog which shows why you may expect a like experience from any Munson. No obligation to you — no trouble to us.



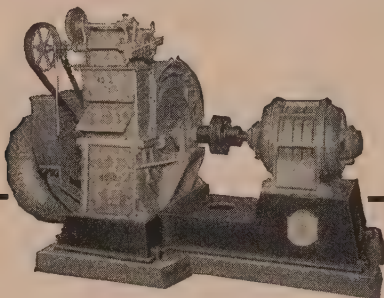
Munson Mill Machinery Co. Utica, N. Y.

Gentlemen: Without obligation, tell us how Munson Attrition Mills make more money for the miller.

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America's Leading Feed Mill

The GRUENDLER of today is the greatest GRUENDLER ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

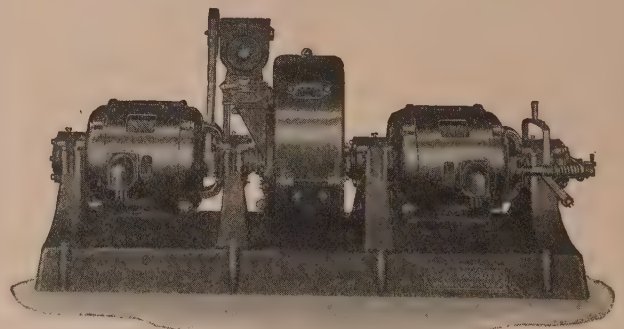
All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

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THE Bauer MILL

BALL BEARING



Belt or Motor Driven, Seven Sizes
Alemite Lubrication
Suspended Motor Construction
Feeder, Ball Bearing and Noiseless
Ammeter with All Motor Mills
Automatic Quick Release. Pressure Relief Springs
with Adjustable Tension

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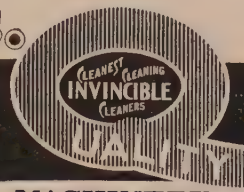
THE BAUER BROS. CO., SPRINGFIELD, OHIO

"Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment

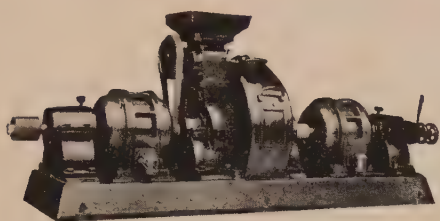


S. HOWES CO., Inc.

**INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N.Y.**



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



THE Calculating Operators will analyze the merits of these sterling feed grinders before placing their requirements.

Diamond Huller Company
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The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a car there is never a question about moving it.

Compound Action Fully Guaranteed

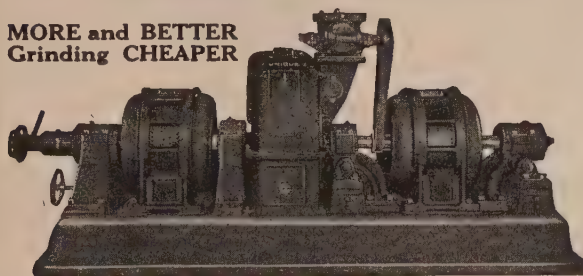
The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY
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*For Greatest Profit In
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UNIQUE BALL BEARING ATTRITION MILL

**MORE and BETTER
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The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

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**Humphrey
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Saves Labor
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900 Division St., Faribault, Minn.



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You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE—EFFECTIVE
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Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

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1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
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Equip for honest weighing and get all that's rightfully yours!

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RUBBER BELTING

For many years the **Standard Belting** for elevators.

Specify this belting when contracting to build or remodel.

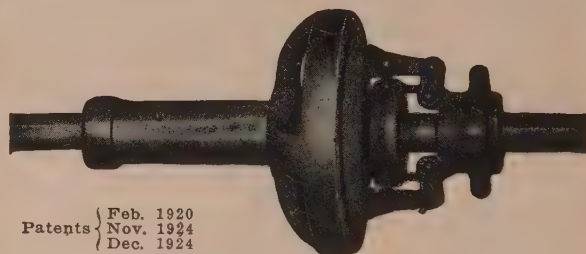
Demand it when ordering direct.

The Gutta Percha & Rubber-Mfg. Co.

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CHICAGO

New York Boston Philadelphia San Francisco Seattle



Patents (Feb. 1920
Nov. 1924
Dec. 1924

THE BEYL

Maximum Power—Minimum Cost

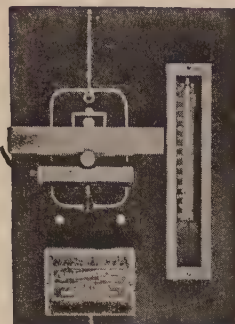
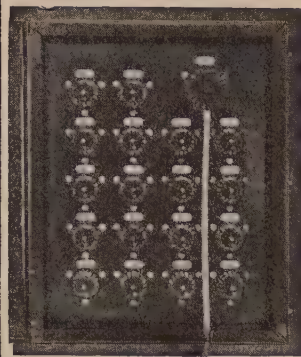
The Beyl is the most popular Clutch of today. Why? Because every owner is a Booster. One Beyl Clutch in a new field resells itself many times.

The New Beyl with its Hyatt Industrial Roller Bearing Sleeve is described in "Motorize Correctly." Write us for your copy. It tells how the Northwest is now eliminating Friction and Fire Hazards. The method is thoroughly endorsed by every Insurance Company interested in an elevator.

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*Manufacturers of Hyatt Equipped
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The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

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DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

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Jacks and Steel Yokes

for Grain Elevator, Silo
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NELSON MACHINE CO.

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Patented

CAR LOADERS

Portable, Steel Tube

Small Grain Elevators

Require 3 H. P.

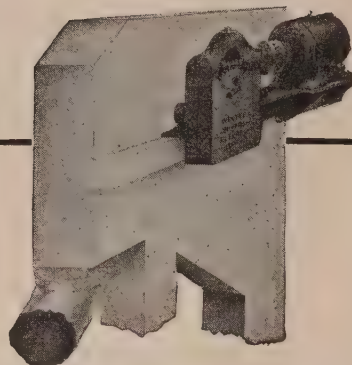
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Wire or write for catalog and price

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Mfg. Co.**

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DELIVERED
IN ANY
DESIRED
DIRECTION



New Method of Applying Motor Power to Elevating Leg

The Drive that is positive, self-oiling, self-aligning, and has a releasable back stop.

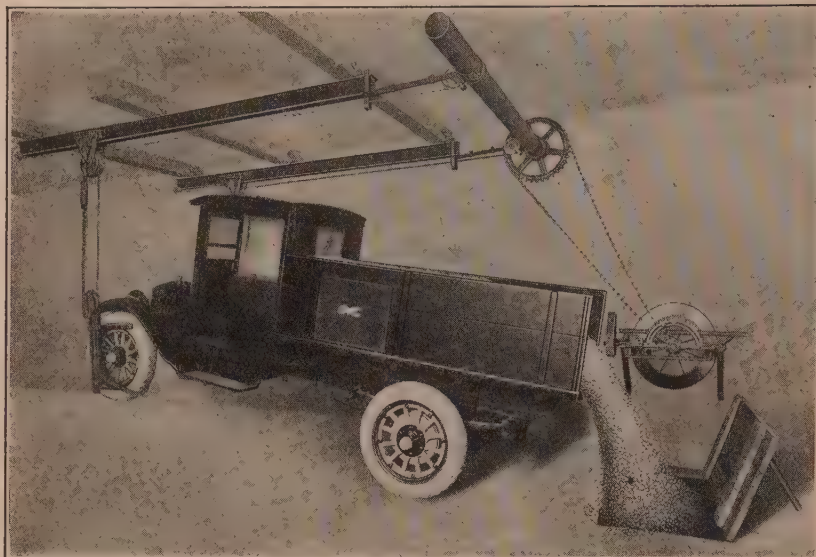
Chrome Nickel Steel Worm and Phosphor Bronze Worm Wheel. All main bearings Timken, tapered, anti-friction, roller.

The Drive that is endorsed by Underwriters and efficiency engineers.

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McMillin Wagon and Truck Dump

Is a dump that fills all requirements in a very satisfactory way,—so say our many users.

It will dump all length vehicles in a small sink, having but one dump door, and since no part of it is under driveway floor or is even connected to driveway floor in any way it does not interfere with other sinks, and by extending the track the one device will dump into any number of dump doors regardless of their distance apart, just as satisfactory as in one dump door. Independent doors to each sink avoids the danger of mixing grain, and the door can be placed where it will fill the sink to its full capacity.

SUBSTANTIAL, DURABLE and DEPENDABLE

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Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
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It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobusburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue.

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TYDEN CAR SEALS

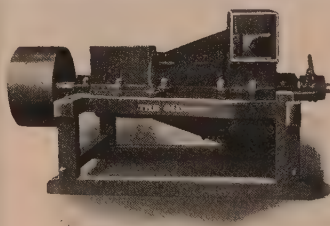
Bearing shipper's name and consecutive numbers.

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**SAFER TO OPERATE
INCREASED DURABILITY
DEMAND LESS ATTENTION
NEVER-ENDING LIFE
EVERY BEARING SELF-ALIGNING
YOUR POWER BILL REDUCED**

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Let our representative show you

The Sidney Grain Machinery Co.

Manufacturers and Jobbers of

COMPLETE MILL and ELEVATOR EQUIPMENT

SIDNEY, OHIO

Successors to THE PHILLIP SMITH MFG. CO.

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on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold Bushels of at cents per bushel, to grade No. to be delivered at on or before". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

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Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.40. Weight, 21 ozs.

Grain Dealers Journal

309 South La Salle St.

Chicago, Ill.

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DAY LETTER	BLUE
NIGHT MESSAGE	WITE
NIGHT LETTER	NJ

If none of these three symbols appears after the check number of message, it is a telegram. (Other symbols appearing after the check number appearing after the check number.)

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

CLASS OF SERVICE	SYMBOL
TELEGRAM	BLUE
DAY LETTER	BLUE
NIGHT MESSAGE	WITE
NIGHT LETTER	NJ

If none of these three symbols appears after the check number of message, it is a telegram. (Other symbols appearing after the check number appearing after the check number.)

The time shown as above in the date line on full-rate telegrams and day letters, and the time of receipt at destination as shown on all messages, is STANDARD TIME.

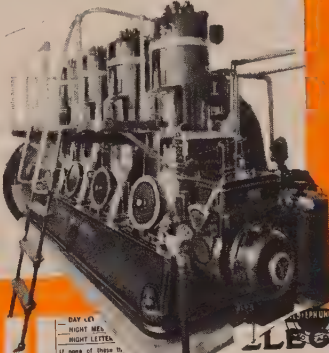
Received at
 A169FY FMP 48 COLLECT
 MINNEAPOLIS MINN 251P
 FAIRBANKS MORSE & COMPANY C 25
 BALTIMORE MD
 INSTALLED 240 HORSE POWER FAIRBANKS MORSE DIESEL ENGINE IN OUR TERMINAL ELEVATOR ABOUT NINE MONTHS AGO ENTIRELY SATISFIED WITH OPERATION AND COST AT RUNNING ENGINE WORKS SATISFACTORY UNDER VARYING ROADS FUEL COST LESS THAN GUARANTEE WE ARE FIGURING ON ANOTHER INSTALLATION OF SAME HORSEPOWER
 OSBORNE MCILLAN ELEV CO
 442P

Received at
 A169FY FMP 47 COLLECT
 MINNEAPOLIS MINN 251P
 FAIRBANKS MORSE & COMPANY C 25
 BALTIMORE MD
 THREE HUNDRED AND TWO HUNDRED FAIRBANKS MORSE DIESEL ENGINE DIRECTLY CONNECTED TO LINE SHAFT GAVE UNINTERRUPTED SERVICE OUR LAKEVILLE MILL OVER PERIOD AT FIFTEEN MONTHS WITHOUT ANY EXTRA REPAIR COSTS AND AT SUBSTANTIAL LOWER OPERATING COST PER BARREL CONSIDER THIS POWER ENTIRELY SATISFACTORY
 CLARK MILLING CO
 43P

Proof!

Telegrams from Fairbanks-Morse Diesel users. Sent in reponse to inquiries from a prospective purchaser. Read their spontaneous praise of Diesel performance in mills and elevators—convincing proof that changed this prospect to another Fairbanks-Morse Diesel user!

Detailed information on reductions in power cost resulting where the Diesel has been installed supplied on request. Also complete facts and figures on economies of Diesel operation in your own plant.



Received at
 A169FY FMP 40 COLLECT
 MINNEAPOLIS MINN 249P
 FAIRBANKS MORSE & COMPANY C 24
 BALTIMORE MD
 CALLED 360 HORSE POWER FAIRBANKS MORSE DIESEL ENGINE IN DECEMBER WE OUR MILL AT SIDNEY MONTANA WE ARE MORE THAN PLEASED WITH FUEL AND FINE SHOWING
 RUSSELL MILLER MILLING CO
 418P

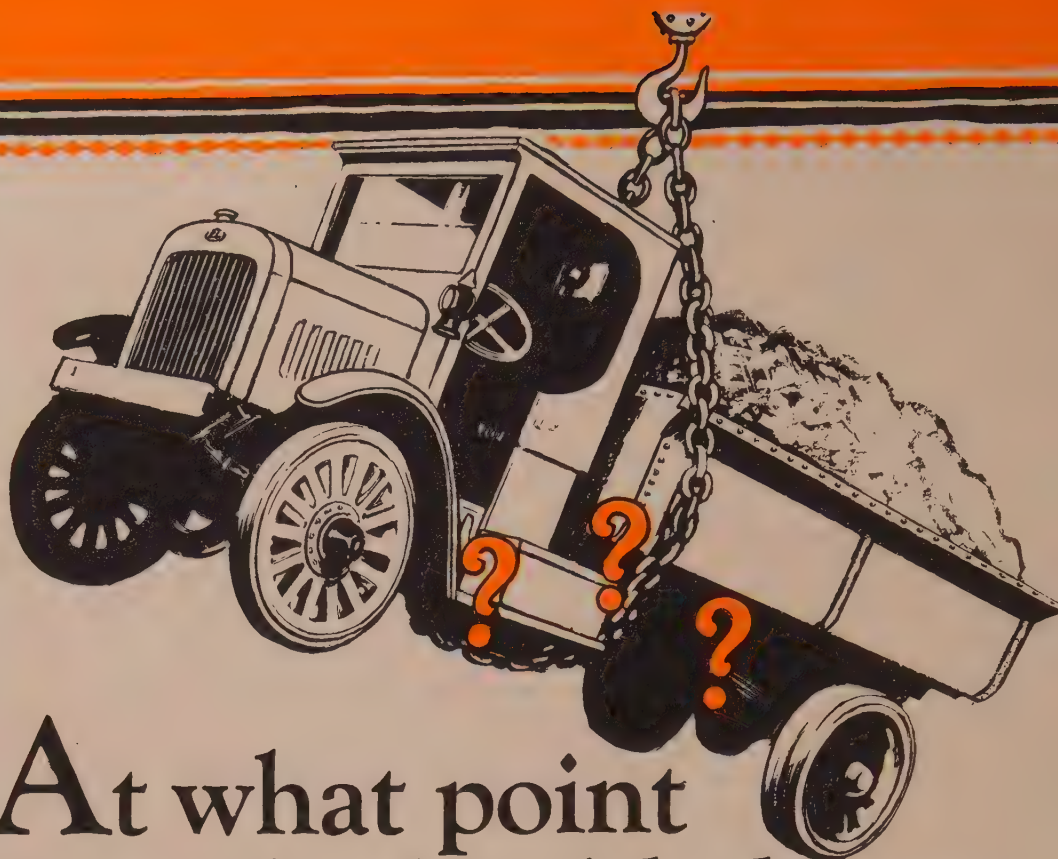
Received at
 CB464 63 COLLECT NL
 MINOT NDAK 20
 FAIRBANKS MORSE AND CO
 BALTIMORE MD
 HAVE BEEN USING FAIRBANKS MORSE TWO HUNDRED HORSEPOWER DIESEL ENGINE TO RUN OUR THREE HUNDRED FIFTY BARREL MILL AND ELEVATOR AT MINOT ALSO ONE HUNDRED FIFTY HORSEPOWER TO RUN OUR TWO HUNDRED FIFTY BARREL MILL AT GLASGOW MONTANA FOR THREE YEARS THEY HAVE GIVEN EXCELLENT SATISFACTION THE FUEL COST PER BARREL AVERAGES SIX CENTS OR EIGHT CENTS THIRTY TO FORTY GRAVITY DISTILLATE
 MINOT FLOUR MILL CO.

Received at
 A167FY FMP 51 COLLECT 6 EXTRA
 MINNEAPOLIS MINN 251P
 FAIRBANKS MORSE COMPANY C 25
 BALTIMORE MD
 WE INSTALLED 240 HORSEPOWER FAIRBANKS ENGINE LAST SUMMER IN TERMINAL ELEVATOR STOP OPERATION COST BELOW THEIR GUARANTEE STOP NO REPAIRS NEEDED TO DATE STOP OPERATION UNDER VARYING LOADS STOP MORE THAN PLEASED WITH ENGINE AND SERVICE GIVEN BY FAIRBANKS MORSE & CO
 MONARCH ELEV CO BY H & DICKEY V P
 430P

FAIRBANKS-MORSE

DIESEL ENGINES • PUMPS • MOTORS • SCALES





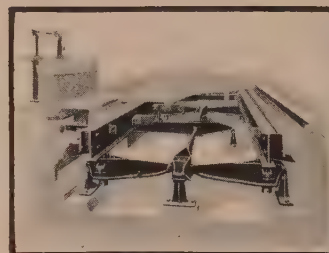
At what point does the load *balance*?

Midway between front and rear axles is not the point at which the loaded auto truck will balance. Yet the ordinary scale is designed as if it were.

In order to build a scale that would successfully handle the uneven rear-axle loads of auto-truck weighing, Fairbanks engineers departed from usual scale design. They foresaw that the truck scale must have greater capacity—must sustain practically the total load on either end—must withstand the punishing shocks, impacts and grinding action of heavy traffic. They adopted for this *finer* scale, principles of design that proved so successful in Fairbanks scales for weighing railway cars—the famous Type “S” construction.

Due to this construction, loads are transmitted accurately and with a sensitiveness unbelievable in a scale of this capacity. The design provides for a “free weighing” system in which all parts return to normal position by gravity as soon as disturbance caused by the load is withdrawn—a condition necessary for accuracy.

Write today for free bulletin which describes fully the many advanced features of the Fairbanks Type “S” Auto-Truck Scale.



Note the Type “S” structure as shown in this cut-away view. This construction assures lasting accuracy and sensitiveness.



FAIRBANKS, MORSE & CO., Chicago
And 40 principal cities—A service station at each house

Fairbanks Scales

Preferred the

World Over

AOSA22.4



GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

*"If Better Elevators are Built
They will STILL be Youngloves"*

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

Phone or Drop a Line

To Federal Engineering Co.,
of Topeka, Kansas, if you
need a new elevator, old one
repaired or machinery in-
stalled.

"They Build the Best"

A. F. ROBERTS
ERECTS Elevators
Corn Mills
Warehouses
FURNISHES Plans
Estimates
Machinery
SABETHA, KANSAS

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

CRAMER BUILT

is the mark designating the best in Grain
Elevator Construction at normal prices.
W. H. Cramer Construction Co.
North Platte, Neb.
Plans and Specifications Furnished

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

J. E. STEVENS

53 Devonshire St. Boston, Mass.
Designer and Builder of
Modern Grain Elevators

Read the Advertising pages.
They contain many stories of interest.
The *Grain Dealers Journal* pre-
sents only reputable concerns.

GRAIN and COAL ELEVATORS T. E. IBBERTSON CO. CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

The Star Engineering Company

Specialists In

Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durabil-
ity and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

WHITE ★ STAR ★ CO. WICHITA, KANSAS

For elevator and mill supplies we
issue a net price catalog. If in the
market write us for one.

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS

Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

C. T. Stevens C. E. Roop C. B. Berutio
Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.
H. F. Roberts, V. Pres. A. E. Owens, Supt. Cons

Southwestern Engineering Company

Designers and Builders of
**MODERN MILLS,
ELEVATORS and
INDUSTRIAL PLANTS**
SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills

*Feed Mills, Warehouses
and Industrial Buildings*

*Preliminary Sketches and Estimates
Valuations and Reports*

HORNER, WYATT & ROADS
Board of Trade Bldg. Kansas City, Mo.

To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale"
columns of the GRAIN DEALERS JOURNAL,
of Chicago. It will bring you quick returns.

OUR advertisers are helping us to improve Grain Trade
conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by

James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



3,000,000 Bushel Grain Elevator
for

A. E. Staley Mfg. Co.

Decatur, Illinois

DESIGNED AND BUILT BY

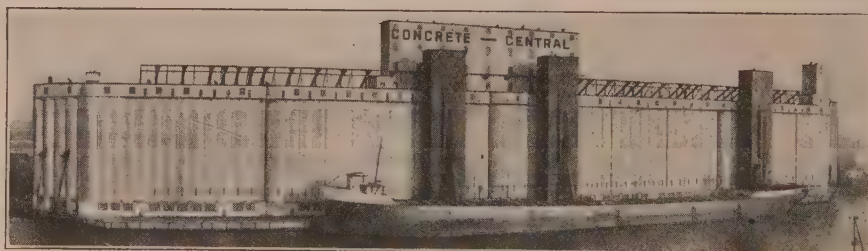
Folwell-Ahlskog Company

Engineers and Constructors

323 N. Michigan Ave.

Chicago, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.



Enid Terminal Elevator Company

Enid, Oklahoma

Present Capacity, 550,000 Bushels

(Head House equipped to handle 1,250,000 bushels)

We are just completing a battery of tanks on opposite side of headhouse, making a total capacity of 1,100,000 bushels.

Designed and Built by

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Baltimore and Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

*Engineers and Constructors
Grain Elevator Department*

The Long Bldg. - Baltimore, Md.
Postal Tel. Bldg. - Chicago, Ill.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

KANSAS—4,000 bu. elevator and residence for sale, in Wheat Belt, good condition. Price \$4,500. Address Walter Ogan, Shaffer, Kansas.

IOWA—25,000 bu. cribbed grain elevator, feed mill and coal bins for sale. Good condition; excellent territory. Address 58H4, Grain Dealers Journal, Chicago, Ill.

KANSAS—Large country elevator for sale in good condition; extremely well located in wheat belt of Kansas, west of Hutchinson. Address Box 147, Hiattville, Kansas.

SOUTHERN MICHIGAN—Grain Elevator with real estate in exceptional grain section. No competition. Price \$35,000. Paying 40% consistently for years. Address 58M13, Grain Dealers Journal, Chicago, Ill.

SO. DAKOTA—20,000 bu. Elevator, flour and feed house; electric power; built new in 1920. Now doing good business—excellent reasons for selling at sacrifice figure. Address 58L21, Grain Dealers Journal, Chicago, Ill.

WESTERN IOWA, 35,000-bu. elevator with 40,000-bu. oat annex; double corn crib, one feed, one seed and flour house, located in big corn and oat country with extra large territory to draw from. Address 58K9, Grain Dealers Journal, Chicago, Ill.

OKLAHOMA Elevator with hay, grain, flour and feed business for sale. Capacity for small grain 10,000 bushels. Property composed of electrically equipped elevator, flour and feed house, 100 ton hay barn and modern residence. Address P. O. Box 128, Haskell, Okla.

NEBRASKA—Small Lumberyard and good up-to-date elevator; no competition; good crop prospects; good school. Located on Burlington railroad. Also two iron-clad up-to-date elevators and coal sheds in nearby territory. Address 58L13, Grain Dealers Journal, Chicago, Ill.

OHIO—Elevator Feed & Coal Business together with one acre of ground. 6,500 bu. crib, 7,000 bu. small grain. On B. & O. Darke County. Good territory. No competition. Price \$6,000. Continued ill health reason for selling. E. A. Grubbs Grain Co., Greenville, Ohio.

NEBRASKA—Terminal elevator in Lincoln for sale; 90,000 bu.; reinforced concrete construction, earning lowest insurance rates; electric power; grain drier; modern in every respect; favorable trackage all roads. This is a rapid handling, economically operated elevator located in one of the best grain producing sections. No incumbrance; liberal terms of payment. Address Mrs. J. S. Ewart, 2727 "P" St., Lincoln, Nebr.

In Iowa

A line of two elevators and lumber yards for sale located at Farson and Kenwood. Will sell separately if desired. All located in live territory. Address 58L60, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

IOWA—20,000 bu. elevator and coal sheds, priced to sell. Good outfit. Address H. R. Kiefer, Stanley, Iowa.

CENTRAL ILLINOIS—35,000 bu. modern elevator on I. C. R. R. Good territory and town. Priced right for quick sale. Address E. E. Hamman, Gibson City, Ill.

INDIANA—Elevator; Flour, feed and grain business for sale. Cleared \$12,000 1926. Building and equipment \$40,000, stock invoice. Mielke Brothers, Danville, Illinois.

NEBRASKA—modern 25,000-bu. elevator for sale, located in best town in north central part of state. Crop conditions wonderful. If interested write The Cornbelt Lumber Co., Lincoln, Nebr.

CENTRAL NEBRASKA—Grain elevator with modern bungalow. Elevator 12 M capacity, cribbed, in "A I." condition. A good going business; crops never better. Address 58M16, Grain Dealers Journal, Chicago, Ill.

EAST CENTRAL OHIO—Elevator for sale, 30,000 bushel capacity; on CCC & St. L.; good crop territory where prospects are good; good coal trade. Reasonable terms. Address 58L24, Grain Dealers Journal, Chicago, Illinois.

CENTRAL KANSAS—20,000 bu.; concrete elevator and warehouse for sale; fully equipped and in first class condition; wonderful opportunity for party wanting to enter grain and feed business. For full particulars write Box 504, Salina, Kansas.

NORTH DAKOTA—35,000 bu. elevator for sale on the C.M. & St.P. Ry.; air dump; cleaner; one 9x24, 4 roll feed mill. All electric driven, also 5 bin coal shed. In good repair, doing good business now. Possession June 1st. Price \$14,500—carrying \$13,500 insurance. Address 58J2, Grain Dealers Journal, Chicago, Ill.

EAST CENTRAL ILLINOIS—Grain elevator for sale, in heart of corn belt, on concrete road. Main elevator cribbed construction, iron clad, capacity with attached crib 100,000 bus.; coal bins, cement house, fine new 2 room stucco office, Fairbanks type registering scale; large 8 room house with barn and 7 acres land across road from elevator. No competition. You will be pleased when you see it. Address 58F27, Grain Dealers Journal, Chicago, Ill.

IOWA—For sale, modern, well equipped 20,000 bushel cribbed grain elevator, with plenty of buildings and convenient trackage to handle the large coal, flour, feed and grain business of the present company. Also large two-story brick office and salesroom, all conveniently located near the center of Grinnell, a college city of about 5,000 in central Iowa. Total sales and purchases last year over a quarter of a million. Have been doing a cash business for the last four years. Reason for selling, a very large number of stockholders have moved from the farm or left the community and not directly interested. Farmers Elevator Company, John Evans, Secretary, Grinnell, Iowa.

GRAIN ELEVATOR AT PAOLA, KANSAS FOR SALE

Good condition; has warehouse, feed grinding facilities and corn cribs. Located on two railroads. Priced reasonably. Write Fowler Commission Co., Board of Trade, Kansas City, Mo.

ELEVATORS FOR SALE.

INDIANA—Two country elevators for sale, doing good business in grain, coal, feed and other side lines. Address 58K11, Grain Dealers Journal, Chicago, Ill.

ILLINOIS—Elevator for sale on C. M. & St. P. R. R. North Hooper, Illinois. Ill health reason for selling. Address Francouer Grain Company, Beaverville, Ill.

ILLINOIS—Grain elevator and buildings 250,000 bu. annually; located on Santa Fe. Money maker. To settle estate; only \$11,000. Better hurry. Merriner Land Co., Streator, Ill.

EASTERN KANSAS—Four elevators for sale; one of the very best stations in Eastern Kansas; competition at just two points. Terms to suit purchaser. Address 58J10, Grain Dealers Journal, Chicago, Illinois.

MONTANA—18,000-bu. cribbed elevator, 7 coal bins, feed grinder and feed shed, for sale cheap. Best prospect for bumper crop; can show exceptionally big profit for past 4 years. Address Hardin Grain & Fuel Co., Hardin, Mont.

N. ILLINOIS elevator for sale; small country village, own ideal location, on business lots; ample size, 14 bins; lumber, coal, seed and bldg. supplies. Stock clean. Rich territory. Credits and competition good. Holcomb-Dutton Lumber Company, Sycamore, Ill.

EAST CENTRAL ILLINOIS grain levator for sale in heart of corn belt. Second largest grain shipping point between Lafayette and Peoria. Average volume for station over 500,000 bus. Best of competition at station and surrounding points. Elevator cribbed construction, capacity 35,000 bus.; new cribbed construction coal bins, new brick office, good ear corn crib, strictly modern 9 room residence. Reason for selling, wish to retire on account of ill health. Address 58C15, Grain Dealers Journal, Chicago, Illinois.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

FOR EXCHANGE.

WANT TO TRADE good bottom farm, improved, for grain elevator in Eastern Nebraska or Kansas. Address 58K6, Grain Dealers Journal, Chicago, Ill.

Northern Illinois

A line of 4 elevators and lumber yards for sale, located at Adeline, Maple Park, Maryland and Stillman Valley. In prosperous country and all doing good business. Will sell as a line or separately. Address 58L72, Grain Dealers Journal, Chicago, Ill., for further information.

TO LEASE OR FINANCE

WE WANT to lease or finance elevators in Northeastern Indiana and Northwestern Ohio. Send full particulars in first letter. Address 58K10, Grain Dealers Journal, Chicago, Ill.

BUSINESS OPPORTUNITIES.

MICHIGAN—Coal, Feed, Grain and Produce Business for sale; established 20 years. John Leeder, Gobles, Michigan.

SOUTH CENTRAL NEBRASKA grain and lumber business for sale. It will pay you to investigate. Address 58L25, Grain Dealers Journal, Chicago, Illinois.

ILLINOIS—Grist Mill, Feed and Coal Business for sale; new electric machinery. Good business. Address 58L4, Grain Dealers Journal, Chicago, Illinois.

ILLINOIS—Milling business, flour feed, etc., for sale. Clear \$7,000 year. Building and business \$40,000 and stock inventory. Terms. Midland Commercial Brokers, Danville, Ill.

FEED MILL FOR SALE.

MILLING IN TRANSIT FEED MILL FOR SALE—Empire Mills at Olean, N. Y., storage capacity 65,000 bushels bulk grain, 21,800 feet warehouse room for sacked goods. All machinery for feed; manufacture no flour. Private switch with track scale. Bargain. Address Felt Bros. & Gage Co., Olean, N. Y.

FLOUR MILL FOR SALE.

FOR SALE—Shelby, Ohio, new concrete reinforced, seven story mill. Full particulars upon application. Address W. F. Miller, care of Hotel Southern, Columbus, Ohio.

NORTHEASTERN KANSAS — Flour Mill; capacity 150 bbls.; storage capacity 15,000 bu.; crib capacity 10,000 bu. ear corn; also warehouse for coal, hay, etc., equipped for handling wagon grain. Good proposition for some practical miller who wishes a small mill. Can be bought on reasonable terms. Present owner in position to take portion of yearly output. Address 58L29, Grain Dealers Journal, Chicago, Ill.

KANSAS—Flour Mill for sale or trade; 150 bbl. capacity; clear title; might take good feed mill or elevator in trade; prefer Kansas. This mill is splendidly located in excellent farming community; have good trade on flour and feed; cheap electric power; mill is located on side track in town of 600 population. There was 400,000 bushels of the best wheat in Kansas shipped out of this town in 1926. Reason for selling, have not enough capital to operate it right. Address 58L5, Grain Dealers Journal, Chicago, Illinois.

A RARE BARGAIN—50-bbl. flour mill, Sprout-Waldron make; both water and electric power; new concrete dam; complete buckwheat mill, 22-in. attrition mill, corn mill; room for 9,000 bushels of grain in mill; two trucks; everything in good shape; located at Warren, Indiana, on Nickel Plate R. R.; good town of 1,800; warehouses are all equipped for feeding hogs; one of the best locations in Ind.; will sell one-half interest to a good mill man with references, or will sell outright; part payment down, good time on balance; reason for selling; am not a miller. For further particulars write M. J. Anderson, Warren, Ind.

HELP WANTED.

SALESMAN WANTED: Old established firm has opening for first-class feed salesman. Excellent opportunity for a man who is willing to establish dealers and do resale work. Please do not reply unless you have had experience along these lines, and give full particulars in first letter. Address 58M1, Grain Dealers Journal, Chicago, Illinois.

SITUATION WANTED

POSITION WANTED as manager of elevator, farmers or line Co. 18 years' experience; age 38. Address Fred F. Current, Hindsboro, Ill.

POSITION WANTED—Foreman or weigher in Terminal or Export Elevator. Middle or Southwest preferred. Address 58L3, Grain Dealers Journal, Chicago, Illinois.

POSITION WANTED—A real manager, educated and experienced wants connection with a good grain company. If elevator company prefer western Iowa. Address 58M12, Grain Dealers Journal, Chicago, Illinois.

POSITION wanted as manager of line or farmer's elevator; have had seven years' experience; age 30; can furnish good reference; have experience in coal and feed business. Address 58K24, Grain Dealers Journal, Chicago, Ill.

WANT position as manager Farmers Elevator by married man, 37 yrs. old, have managed Farmers Elevator here for past 12 yrs. Can furnish bond and best references as to ability and character. C. M. Hart, Reed Point, Mont.

POSITION wanted as manager of elevator. 15 years experience as manager country elevator; 5 years in the Wheat Growers' Ass'n State office, and 4 years experience as public accountant. Address Fred Kockrew, Hastings, Nebraska.

POSITION wanted with grain elevator by young man of good education who has had a number of years experience and understands the grain business. Iowa or Illinois preferred. Can furnish best references. Address 58M19, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of line or farmers' elevator. Have had considerable experience in the grain business and all of its side lines. Can furnish plenty of references and give bond. State fully your layout and salary in first letter. Address 58M24, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—Farmers Elevator Manager with 16 yrs. successful record desires position with good Company; experienced in all side lines. Good accountant. Render monthly balance sheets and profit and loss statements. Indiana or Illinois preferred. Address 58M20, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator, by a man of 25 years experience in grain business; up-to-date in all side lines; one that is on the job in morning, and there as long as we can do business at night. Will furnish references to what I say. Prefer the West or Northwest, but would go any place where a position is open. Can come on short notice. Address H. L. Walker, Mason, Michigan.

SCALES FOR SALE.

RICHARDSON Automatic Grain Loading Scale for sale, in good condition. W. H. Cramer Construction Co., North Platte, Nebr.

FOR SALE—A 5 bu. capacity Richardson Automatic Scale. In perfect condition. A bargain for some one. Address Center, Box 197, Grand Ridge, Ill.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. H. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FAIRBANKS Automatic scale, 4 bushel; latest. 5 Bushel Avery Automatic grain scale; reason for selling, larger scales; both scales in excellent condition. Thomas Brothers, Ashton, Idaho.

ADDRESS WANTED.

PRESENT address of E. E. Butler, formerly doing business as the Panhandle Grain Co., Farnsworth, Texas. Address 58M7, Grain Dealers Journal, Chicago, Ill.

The Mayfair

St. Louis U.S.A.

Last word in hotel construction and service.

RIGHT in the center of business and theatre districts, and convenient to all railroad, street car and bus lines.

Has the quiet refinement of an exclusive club.

Everyone of its 400 rooms has a bath. Circulating ice water, large closets, bed lamps, morning paper under the door, and other unusual features.


Rates from \$3⁰⁰

price posted in each room

Charles Heiss

Managing Director

an Hotel of Distinction



KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—Six Mustard Belts, all in good condition. Attractive price. Address Brooks Elevator Co., 109 Chamber of Commerce, Minneapolis, Minn.

FOR SALE CHEAP—One Roscamp Oat Huller used to hull less than 100 bushels of oats. Address The Ossian Elevator, Ossian, Iowa.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

MAROA Car Loader, capacity 750 bus. per hour, guaranteed good condition. Reasonable price. Conn Bros. Grain Co., Mahaska, Kansas.

ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

FOR SALE—18 in. Sprout-Waldron Attrition Mill, ball bearing, belt driven, with shaft and pulleys complete; first class condition. Chas. F. Naber & Co., Fairmount, Ind.

FOR SALE—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

FOR SALE—2nd hand milling and feed machinery; roller mills; dust collectors; attrition mills; aspirators; separators; feed mixers; alfalfa hay grinder; Gruendler crusher; bag printing press, etc. For particulars write Hill & Hill Distilling Co., Owensboro, Ky.

FOR SALE—Rebuilt ear corn crusher, large capacity, \$75.00.

18" double disc motor drive attrition mill, \$600.00.

18" belt drive attrition mill, double disc, \$150.00.

Complete equipment for mills and elevators. Sidney Grain Machinery Co., Sidney, Ohio.

36 ft. 2-15/16" Shafting in 3 lengths.
2—Couplings.

1—Friction clutch Union Iron Works.

1—Pulley 40" and 20" face.

360' 1" Manila Rope practically new.

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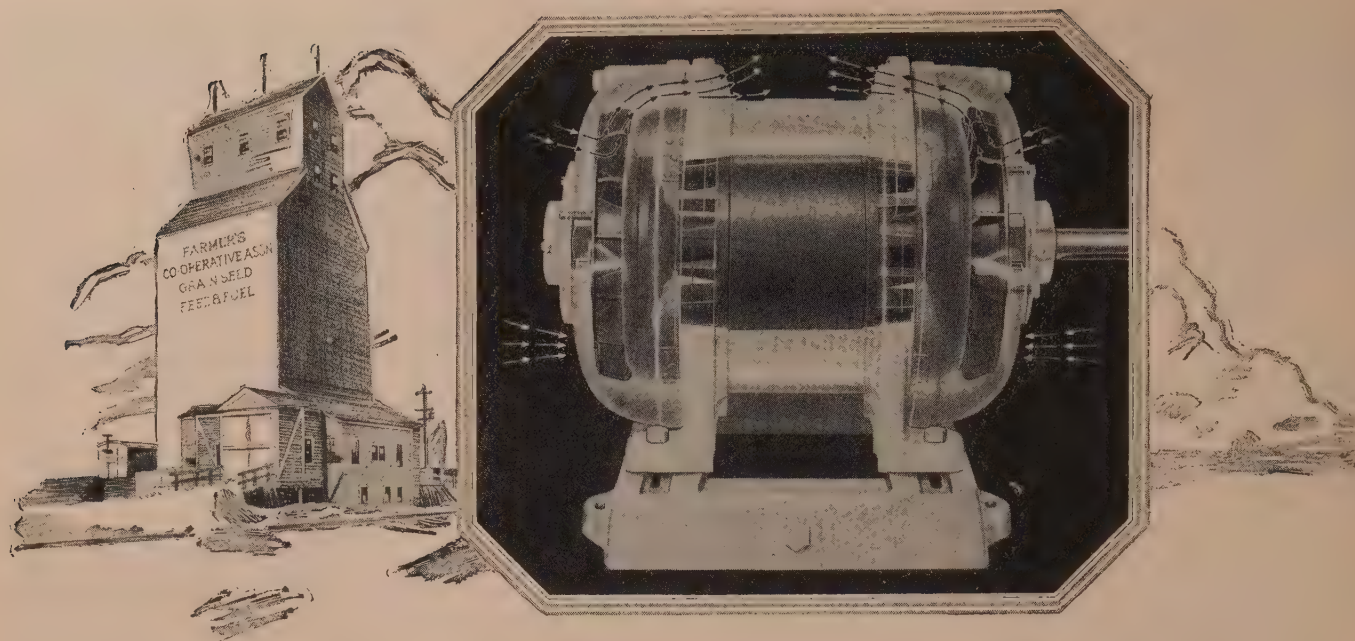
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309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, JUNE 25, 1927

LET us hope the frost from July 7 to 11 will be no more hurtful than the coal strike of Apr. 1.

THE RAPID ADVANCE in the price of bags on the Pacific Coast has given the trade another bump that will make all grain growers and handlers long for the establishment of bulk handling facilities.

AS LONG as shippers persist in putting in and collecting small claims for loss in transit just so long will the carriers persist in their present praiseworthy policy of making box cars fit for grain loading.

WHY were the barley grades amended without giving the dealers a chance to be heard. Does the Dept. of Agri. propose to change the rules governing the grading of grain without consulting those who buy and sell by grade?

SHIPPERS WOULD HELP fortify their claims for shortages by recording tare weight of car when loading, as oftentimes it is of advantage to have this weight when controversies arise afterwards with the poky claim agent.

RECEIVERS OF EVERY market are exercising greater vigilance than ever in an attempt to make prompt sales and to render quick and satisfactory returns. The false charges made by the agitators who have long thrived on misrepresentation has challenged the receivers to better service and is but natural that the enterprising and progressive receivers should take up the challenge and exert themselves to improve their services at every point.

ADVANCING the wages of the trainmen of the 55 western railroads 7½% will not reduce the cost of transportation, but it will reduce the net returns to western farmers for what they ship out and increase the cost of supplies they ship in.

GARLIC IN WINTER wheat has earned such handsome discounts and caused so much grief for the winter wheat millers that all handlers are up in arms against this pest and doing their best to induce the farmers to exercise greater precaution against its reproduction.

AUSTRALIAN pool promoters in the four states, who had agreed to work for 5-year contracts, are abandoning the long time contract. The fact that the Victoria pool has now adopted the one year contract instead indicates that the pooling idea is losing ground wherever it has been tried.

SHIPPERS WOULD invariably get better results from their consignments if they would advise their commission merchant fully as to the quality and quantity as well as the kind of grain in each shipment. The more your salesman knows about your grain the better equipped he is to make a good sale.

OVERBIDDING costs the dealer more than it benefits the farmer, and therefore is not appreciated by the latter. The dealer who pays out half his legitimate profit by overbidding is like a farmer who accepts 50 cents for grain worth \$1. Dealers who spring the price give farmers the false impression that there must be a big margin in the grain business.

EACH new harvest brings its own peculiar problems to the inspection departments and right now at the beginning of the crop movement is the time to make an intensive study of the quality in different parts of the country, before terminal houses have an opportunity to fill themselves with wheat to be later discovered to be "sick," as was the case a few years ago.

STATIC electricity is reported by a leading Chicago crop expert to have "stunted the heads of the wheat to a small extent in the South-western counties of Nebraska"; but it is hoped this mysterious enemy of the radio fans will not be added to the list of those destroying the crops. Experiments in England have shown that currents of electricity stimulate plant growth. The Crop Killers Union should look into this.

SELLING wheat abroad cheaper than at home is admitted to be the purpose of McNary-Haugenism, yet even before the enactment of such a law, we have already a protest against this principle by the executive of the Canadian National Millers Ass'n, representing over 75 per cent of the milling industry of Canada, in a resolution urging the Canadian Co-operative Wheat Producers, Ltd., to stop selling wheat abroad at less than equivalent prices given to Canadian buyers. The Ass'n declares this practice imperils the existence of the milling industry in Canada. How long would American millers endure McNary-Haugenism? How long could any manufacturing industry in the United States endure with higher costs of raw products at home than abroad?

SMOLDERING FIRES sometimes are started by lightning in several different parts of a building, and continue burning hours after all visible flames have been extinguished, only to break out later and destroy the property, as at Shakopee, Minn., recently. If a building is large and well filled with material and machinery thru which the electric bolt could find its devious and hidden path it is advisable to keep one or more watchmen patrolling the premises for several hours after the building is struck.

HEDGING is a theory that is easily understood according to a government official speaking at the present institute of co-operation at Chicago, declaring that "If we try to run a grain business by an understanding of that theory alone we will probably go broke." This is but another way of saying that there is no mechanical substitute for the application of sound judgment to current trade conditions. When spot grain is selling high in the terminal markets there is no way under the sun of holding it in the country elevator and making money hedging. When there is no shortage of spot grain and futures are at a premium hedging pays big.

A TRICKY DEALER seldom aims to sting the same buyer twice; and the only practicable protection against such crooks is the listing as done by the Michigan Ass'n. By inquiry of the Sec'y the member can learn if the new and prospective customer has been guilty of unfair tactics, and thus avoid becoming a victim for the first time. One terminal market trader made a living for years by always having some misunderstanding about whether or not the freight was prepaid. The buyer would be given to understand the freight was paid, when it was not, and the crook got as much more for the car as the extra freight the buyer was unexpectedly forced to pay. He always managed to keep some of the other fellow's money to do business on.

PRIVATE enterprise often develops an activity in a certain direction until success has been achieved, when bureaucrats grab it. The Grain Dealers National Ass'n established uniform grades, and then the government took it over. The directors of the Chicago Board of Trade conducted the grain speculative activity successfully, until the Grain Futures Administration undertook to regulate it, lately emulated by the Illinois Legislature. Now price forecasters have multiplied greatly, and the bureaucrats have an itching to take over that activity also, the state of Kansas issuing a recent forecast that the price of wheat would drop in June; and the Iowa weather crop bulletin stating that present prices of corn are as unjustified as were the former low prices. We fail to understand just why Kansas and Iowa should arrogate to themselves the forecasting of prices. Let the federal government and the 48 states of the union each issue an independent weekly or monthly forecast of prices. The sooner this is done the sooner will the public discover that these salaried public servants are not in position to give helpful advice regarding the trend of prices. If wise they would quit forecasting to trade on their own account.

OVERDRAFTS do not win the sympathy of your receiver. If you have not confidence in the man to whom you are shipping your grain, better change and find some one whom you can trust to look after your interests in the matter of grading, demurrage, freight and shortages. This service can be made of real help to every shipper, but few receivers will watch the shipper's interests with any real zest if peeved by a liberal overdraft. Confidence is the basis of all successful business and it seems somewhat ridiculous to continue shipping to a receiver in whom you have not confidence with the expectation of realizing a profit from the business.

Federal Inspection Not Wanted

If you are dissatisfied with the grading of a carload of grain you had sent to a terminal market, surely you would not consent to an appeal to the same authority as first graded your grain and that is what the Bureaucrats of the Dept. of Agriculture would have you do under the new plan to place all the grading of grain in the hands of the Dept.

The Bureaucrat's special delight seems to be in magnifying his own department rather than the service rendered. According to a statement of one of the supervisors at a recent meeting of the Northwest grain dealers, the Dept. has licensed inspectors at 135 different markets and 456 men are now employed continuously in grading grain. As we look about over the established markets our guess is that 60% of these jobs are sinecures established primarily to make places rather than to render needed service.

The present inspection facilities were established after long study and discussion by the milling and grain trades and should not be changed until the trades served are convinced something more efficient is obtainable.

Why Pool Promoters Thrive

The American Institute of Co-operation which is now holding daily sessions in this city is giving the windjammers of the agricultural world an opportunity to blow off, but helps no one other than the promoters, who, of course, are interested in getting their regular salary. These malicious traducers of the established methods of marketing grain hope to prejudice the grain producers of the land against the established marketing facilities, so that they may be entrusted with the marketing of the farmer's products thru the same channels, but at four and five times the cost previously assessed.

All that seems necessary now-a-days to gain the ready ear of the farmers and care of their pocketbooks is to call the grain dealers a lot of thieves, and sad to relate, the grain dealers seem willing to stand for it. The professional agitators and political potboilers who run up and down the country misrepresenting and maligning the grain marketing facilities of this country have little conception of the great efficiency of the facilities which have been established thru 80 years of careful study and experimentation.

No other commodity is marketed on such a narrow margin as grain and any intelligent farmer who knows how to figure cost can easily determine this fact to his own satisfaction. Yet the majority of the farmers seem perfectly willing to entrust their grain to a gang of distant agitators whose responsibility would gain them no recognition at any bank. These pool promoters have everything to gain and little or nothing to lose so they do not hesi-

tate to promise the grain growers everything and each year find some new excuse when failing to get more than 15c to 20c per bushel less than what the farmer could have obtained if he had seen fit to sell his grain in the open market.

Why our bucolics continue to bow their heads for this annual fleecing by the pool is difficult to understand. If more of the grain dealers of the land would exert themselves to show up the dishonest trickery of the high-powered pool salesmen it would be more difficult to catch suckers for the maintenance of the existing grain pools or the organization of others.

Railroads Asking More Tolerances.

The railroads having succeeded in securing recognition by some grain trade ass'ns of so-called natural shrinkage in grain shipments they now have their hearts set on establishing another excuse for docking claims for shortages in grain shipments.

There may be some differences between the weighing facilities of different elevators, but the idea of establishing a fixed deduction for all such differences is ridiculous. The railroad officials presenting this claim for scale tolerances fail to recognize any difference between large capacities, small capacities, hopper scales, wagon scales, track scales and automatic scales. They want to make a general rule that will apply to all. This is not fair or practical. The scales of many terminal markets are inspected by experts daily and all buyers of carlot grain see to it that their receiving scales are vigilantly safe-guarded against inaccuracies lest they pay for grain which they have not received.

A few country elevator operators are still attempting to do business without shipping scales, but the large majority not only provide the best facilities obtainable, but have them inspected frequently so they may be safe-guarded against unknown loss of grain. Conducting a grain business by chance is no longer a popular pastime with the live progressive grain dealers of the land. He is anxious to know exactly what he is doing and recognizes the absolute necessity of providing weighing facilities that are accurate and dependable. He wants pay only for what he loads into the car and the courts have frequently decided that carrier must deliver at destination the full amount loaded into the car. That is all the shipper asks, all he expects. If his weighing facilities are not in prime working condition he is even more anxious to know of it than the carrier, because if his scale is weighing against him then he loses on every shipment and if his scale is over-weighing then it brings him a lot of shortage troubles which he does not relish.

The alert grain shippers of the land are striving to get accurate weights at both initial and destination points. They want no more, but surely they cannot afford to have their shortage claims docked by rule. The conditions surrounding each shipment should govern it. Allowing a certain percentage for scale tolerance and a percentage for so-called natural shrinkage is just as practicable as docking such claims for shortage by a hot weather rule. If temperature was 90° while grain was in the car dock the shortage claim 9%; if 32° dock 3%. Even the railroads would not expect a shipment which started out with 15% moisture to shrink as much from 100 degrees of heat as a shipment which contained 30% moisture at the time of loading. Yet these impracticable railroad men seek to dock shortage claims by rule. In fairness to all it can not be done.

One Way to Reduce Fire Losses and Insurance Rates.

From January 1st to June 10th this year, we reported in news columns 134 fires in grain elevators, 85 of which were a total loss. Seven of these fires were credited to lightning and six to locomotive sparks.

Lightning loss can be prevented thru the installation of standard lightning rod equipment and without expense to the elevator owner. The reduced premium granted by the mutual fire insurance companies for the installation of lightning protection more than pays the expense in the first five years, and the starting of fires by locomotive sparks can be greatly reduced thru the use of non-combustible roofing and siding and for this protection the fire insurance companies also give a credit which will pay for the improved protection in a few years.

If all elevator owners were insured in the mutual companies they would soon get back the cost of metal roofing and siding and lightning rods thru reduced premiums and what is more, they would get their insurance from these companies at a lower rate so long as their plants were protected from lightning and sparks by what is recognized as standard equipment.

The installation of lightning rods and iron cladding in no ways interferes with the operation of the plant and inasmuch as the cost of protection is ultimately returned to the property owner there seems to be no excuse whatever in going without this protection.

Decision Segregating Proceeds of Drafts.

Proceeds of drafts can be safeguarded in the interest of shippers if the courts will follow the lead set by the Supreme Court of Oklahoma in a decision published elsewhere, sustaining shipper's notification that the draft was to be treated as a cash item and not a deposit.

This ruling, which may prove to be of great value to shippers everywhere, was obtained by the Kansas Flour Mills Co. in the face of prior decisions apparently adverse. The vice-pres. of the milling company writing to the Journal Dec. 10, expressed the fullest appreciation of the slender chance for a victorious outcome. Nevertheless the company then stated it would push the suit to the United States Supreme Court, for which determination it deserves the thanks of the entire grain and milling trades.

The prior contrary decision expressing the opinion of many lawyers and the judgments of most courts was published in full on page 733 of the Journal for Dec. 25. In that case, however, the shipper had written merely "for collection only," whereas the Kansas Flour Mills Co. printed on the face of the draft positive instructions that the funds were not to be commingled with other funds of the collecting bank. Even so, the company used only a fraction of the number of words employed by banks in the elaborate clause which they themselves disclaim responsibility when collecting paper.

Now the Oklahoma court rightly asserts that if the collecting bank is unwilling to set the fund aside as instructed or has the funds in its vaults to set aside, it must close its doors, rather than turn the shipper's draft and B/L over to its depositor. In other words, the collecting bank has two alternatives: hold the B/L or hold the money.

Uneconomic Duplication of Elevators in Canada.

Co-operative grain merchandising in Western Canada owed much of its success to willingness of independent dealers to share their facilities. The co-operatives were welcomed on the Winnipeg Grain Exchange. The same fair treatment has been accorded the newer pools. The elevators handle wheat for the account of the pools.

The pool, however, does not exhibit the same spirit. Instead of buying grain elevators where it desires to own an elevator the Manitoba pool threatens to build plants of an expensive type even where the private companies have offered to sell. Some of these costly houses are to be erected at points where there is not enough business to warrant the operation of the plant.

The money to be extravagantly wasted on elevators costing \$25,000 has been wrung by the Manitoba pool from wheat growers who need all their capital for the development of their farms. The economic loss due to such waste in the duplication of facilities will fall first on the pool members and then distribute itself on the entire community.

Ohio Dealers Will Not Give Storage.

Grain elevator operators in some sections of the country have never been afflicted with free storage so they look with suspicion on brother-dealers of other states who permit the use of their storage facilities by farmers for speculating in their products to the disadvantage of the elevator owners.

Ohio and Michigan elevator operators have never been handicapped with the storage abuse and naturally they wonder why the elevator operators of other states tolerate the practice. State laws, the real interest of the grain growers as well as the interest of the grain elevator operators are all opposed to the giving of free storage. The elevator owner needs the room for the marketing of the grain of growers who are ready to sell. It would be just as reasonable for grain shippers to load box cars with grain and delay giving billing instructions until the market suited them. The box cars are provided by the railroad company for the purpose of furnishing transportation and the elevator is provided by the grain elevator owner for the purpose of handling his own grain and thereby expediting and facilitating the efficient marketing of the grain of many growers. It would not be fair to all customers if facilities were to be tied up for the accommodation of a speculative few who wish to hold products either in the elevator or in box cars until the market suits.

If the grower is determined to speculate in the cash article then he should be induced to hold grain on his farm out of sight until he is ready to sell. The practice of taking a grower's grain into an elevator and holding it free of storage charges until he is ready to sell has brought dissatisfaction to the grower and frequent disaster to the elevator operator.

Free storage always will prove a prolific source of sorrow to the elevator operators, and so many have suffered such heavy losses as the result of the practice it would seem that all would refuse to take in any grower's grain except for immediate purchase. Elevator operators of Ohio and Michigan are disposed to look upon elevator owners who suffer from this bad practice as being hopelessly weak and irresolute. Why court certain loss by continuing the use of expensive bait for unprofitable business?

Proceeds of Draft a Preferred Claim.

The first case on record where a shipper succeeded in the recovery of the proceeds of his draft from a failed bank was recently decided in favor of the Kansas Flour Mills Co., the Supreme Court of Oklahoma on June 15, 1926, having given a judgment on which second petition for rehearing was denied April 19, 1927, against the New State Bank of Woodward.

The mill shipped a car of flour Oct. 5, 1923, to Adams & Crump, Woodward, Okla., mailing draft with B/L attached to the New State Bank of Woodward for collection. On the face of the draft was printed:

This draft is a cash item and is not to be treated as a deposit. The funds obtained thru its collection are to be accounted for to us and are not to be commingled with the other funds of collecting bank.

The car arrived Oct. 11 and Adams & Crump, having more than that amount in their checking account drew a check on the New State Bank for the amount of the draft, \$913.34. The bank accepted the check, stamped it paid, and delivered to Adams & Crump the draft and B/L.

Two days later the bank failed before it remitted the proceeds and it was taken over by the bank commissioner with \$3,457.03 cash on hand. The commissioner allowed the claim of the milling company as a general creditor; but the company brought suit to compel priority, alleging that the \$913.34 was a trust fund.

The Supreme Court said: The contention of the commissioner is that, since Adams & Crump, instead of taking up the draft by payment of currency from hand to hand, delivered to the New State Bank their check upon that bank, the transaction did not constitute an augmentation of cash in the hands of the bank—that the bank did not get the money—but that there was merely a shifting of credits. This is the only serious question in the case, and it must be admitted at once that it is one upon which very respectable courts have reached different conclusions.

In this case, however, the instructions were plainly imprinted on the face of the draft, and notified the collecting bank that it was acting as agent thruout, and that the proceeds of the collection were not to be treated as a deposit and not to be intermingled with the general funds of the bank, thus expressly negating the notion that the relation of depositor (debtor and creditor) should ever arise. When, under these instructions, the New State Bank undertook the collection of this item, it must be considered to have acquiesced in the conditions of its agency. This is elementary. Thus, we have no difficulty in determining that the item, claim, or collection in controversy was, when received by the bank, and continued to be, a trust fund. The difficult question is whether there was a trust fund which, in some form, became a part of the assets of the bank and passed into the hands of the commissioner. There would be no difficulty in tracing the proceeds into the hands of the commissioner if the payment had been made by cash instead of check, for the reason that the stipulated facts show that from the moment of the transaction until the bank was taken over by the commissioner there was at all times in the vaults more than enough cash to cover the proceeds of the draft.

For the purpose of the question in hand, the insolvency should not be considered. We must determine the effect of the transaction as of the time when it took place.

How can the commissioner claim that the bank did not get the money covering the item, when it already had it, according to the facts, in its vaults? That is, it had the money equivalent of its debt to Adams & Crump as depositor. It was the duty of the bank to pay the check of Adams & Crump in cash or close its doors. It is as if the officer of the bank had said to Adams & Crump:

"We have authority to accept cash only on this draft. The money is here to pay your check, both in your account and in the cash funds of the bank. It would be an idle thing to hand you the amount of your check and receive, so instead, the sum back from you. We will consider that as done which should have been done."

By the contract between the bank and plaintiff, it was the duty of the bank, on accepting the check of Adams & Crump, to segregate the amount of the item in cash either in a special account, not a general deposit, or do some other thing to prevent the commingling of the \$913.34 with the general deposits of the bank, and to

transmit or remit the same at once to plaintiff. This involves methods of bookkeeping and methods of banking business. It was the intention of all the parties that this fund should not be commingled with the other deposits, but that it should be a trust fund. We do not think such intention of the parties, expressed in writing by plaintiff and accepted by the bank, can be defeated by the alchemy of book-keeping or methods of doing business in the bank.

When a trustee commingles his beneficiary's money with his own and then invades the common store, he will be presumed to have used his own money first—the law presuming that he does right rather than wrong. Hawaiian Pineapple Co. v. Browne, supra; Willoughby v. Weinberger, supra. The intention of the parties was directly in line with the duty of the bank both to Adams & Crump and to the plaintiff. We therefore indulge the presumption that the bank did right; that by the substance and the very essence of the transaction this fund must be deemed to have been segregated upon taking the amount thereof out of the account of Adams & Crump, though not so showing on the books of the bank, and that three days later when the bank commissioner took charge of the bank the sum of \$913.34 of the assets was a special trust fund belonging to the plaintiff. If this be true, of course the assets in his hands were thereby augmented, and this fund is traceable, the transaction being the same as if the bank had received the cash instead of the check for the collection.

It results that the judgment of the district court should be reversed with an order requiring the bank commissioner to pay over to the plaintiff the proceeds of the draft, \$913.34.—256 Pac. Rep. 43.

IF WAR breaks out in Scotland we can guess that the Quakers have been putting too much vitamin in the rolled oats.

A BOX CAR surplus of 133,345, according to the latest report, augurs well for free movement of the new crop.

PUTTING a belt on a moving pulley is too dangerous and unnecessary, as one employee of an Illinois elevator learned recently, after having the ligaments of his arm torn.

A BIG SAVING in freight can be made by cleaning grain before shipping; and if the screenings can be mixed into ground feed right at home the well equipped dealer can catch them coming and going.

Carrier Not Bound by Notation "Freight to Be Prepaid."

H. L. Strong, Wichita, bot 2 cars oats of Dilts & Morgan, Kansas City, who paid the freight in advance by check.

A receiver was appointed immediately thereafter for Dilts & Morgan and the check was not paid, so the Santa Fe notified its agents at destinations, Valley Center, Kan., and Marshall, Okla., not to deliver the oats until the freight charges were paid.

Strong, who had covered the freight when he paid the drafts, was forced to pay the freight twice to get the oats, and he brought suit and recovered judgment in the district court of Sedgewick County.

The Santa Fe took an appeal and the Supreme Court of Kansas on Mar. 12, 1927, decided in its favor, reversing the decision, on the contention of the defendant railroad that it could not lawfully deliver the oats until the freight charges had been fully paid.

The Court said: The plaintiff in effect argues that the notation, "Freight to be prepaid," is equivalent to a statement that the "freight has been prepaid." That is not the effect of the language used. The language used is, in substance, that the consignor will prepay the freight; it is not an acknowledgment that the freight has been paid. The defendant had a lien on the shipment for the freight, and, when it was not paid by the consignor, who had agreed to pay it, and was paid by the consignee upon the delivery of the shipment to him, he had no right of action against the defendant to recover the damages sustained by him on account of paying the freight twice, once to the consignor and once to the defendant. He must look to the consignor. Browne v. Railroad Co., 113 Kan. 726, 216 P. 299, tends to support the conclusion here reached.

The judgment is reversed, and judgment is rendered in favor of the defendant.—254 Pac. Rep. 405.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

No Conflict in Dates of Conventions.

Grain Dealers Journal: We notice that the Terminal Grain Weighmasters Ass'n and the Chief Grain Inspectors National Ass'n are scheduled to meet on the same date at Omaha, Oct. 10.

There are some chief inspectors who are also weighmasters, and it seems, should the meetings of both organizations be held on the same date, it would prevent some members from attending both meetings.

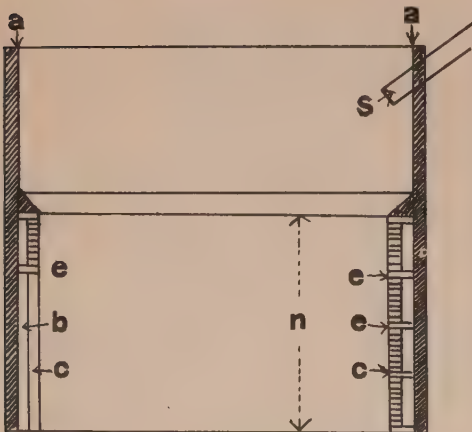
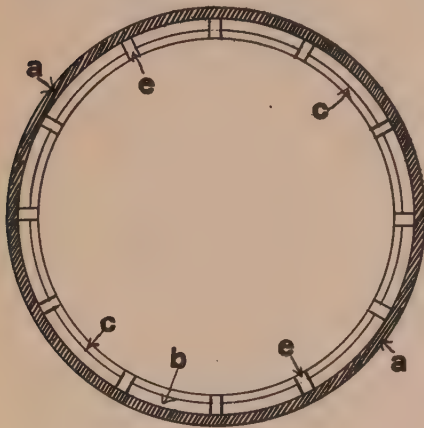
Is this the actual date for these meetings?—J. A. Hallam, chief inspector and weighmaster, Cincinnati Board of Trade, Cincinnati, O.

Ans.: The date is tentative, merely. Officers of both the ass'n's will get together soon, with the probability that the Weighmasters will meet on Oct. 10 and the Inspectors on Oct. 11. Years ago the Weighmasters met on Sunday before the Grain Dealers National Convention, but some members objected to this and it will probably be arranged for the first day, Monday.

Cob Burner of Concrete?

Grain Dealers Journal: In reply to Stiefel & Levy of Fort Wayne, Ind., who ask in last number how to build a concrete cob burner and whether cement would stand the heat if lined inside with common hard burned brick, I would say that the concrete burner should be protected from the heat by a fire brick lining separated by a four-inch air space.

In the drawing herewith (a) is a concrete



(a) Concrete Outside Wall. (b) Air Space. (c) Fire Brick Inner Lining. (e) Header Brick (S) Cob Spout.
Plan and Cross Section of Concrete Cob Burner.

wall 6 inches thick; (b) is the 4-inch air space; (c) is the fire brick lining laid in fire clay mortar and not in lime or cement mortar; (e) are the header brick, laid 12 brick per course every two feet in height; (n) the height of the fire brick lining, is one-half the total height; (S) is the cob spout, which should have the valve between burner and elevator to keep sparks down.

Common brick can be used, but in the long run fire brick is the best.—P. F. McAllister, Chicago, Ill.

Copy of U. S. Grain Standards Act.

Grain Dealers Journal: Where can I get a copy of the U. S. Grain Standards Act of Aug. 11, 1916?—Thos. J. R. Enright, mgr., Wilmont Elevator Co., Wilmont, Minn.

Ans.: The law will be found as an appendix in Circular No. 70, issued Aug. 15, 1920, by the U. S. Dept. of Agriculture, Washington, D. C., where it can be obtained by request.

Validity of Contract?

Grain Dealers Journal: I would like to know if the contract below would hold good without the payment of any money when the contract was signed by the farmer.—Jim Litz of Beeman-Litz Grain Elevator, Buffalo, Okla.

I hereby sell youbushels of No. to be delivered at your elevator at on or before 192... for cents per bushel. Merchantable lower grades may be applied on this contract at the same published discounts as are applied for the same grade when sold to exporters for export.

If I fail to make delivery as above specified, you may extend the time of delivery, cancel the contract or buy in for my account at your option.

The above is accepted this

Day of 192...

Ans.: This contract is probably good. The law of Oklahoma does not require the payment of money on a contract. A promise of "something beneficial" is sufficient, such as the promise to pay the specified price, the "acceptance" by the buyer being construed as an agreement to pay, which is a sufficient consideration, under the law of Oklahoma. The law of Oklahoma also makes valid contracts that are not in legal form, if the intent of the parties can be determined.

Similarity of Trade-Marks?

Grain Dealers Journal: We would appreciate it if the Journal would advise us concerning the rights, etc., of trade marks and registrations.

Assume that a certain firm has two words like Best Yet registered as covering a line of feeds, the design being the words enclosed in a rectangle and written at a certain angle. Would it be an infringement to use these same words, "Best Yet," without the design and written in the regular manner?

Again, would it be possible to have these same words included in another style of mark and the design trade-marked?

As we understand it, common words such as these cannot be protected except as in connection with some adopted design.—Rice Mercantile Co.

Ans.: Words in common use such as those found in the dictionary cannot be made into a private monopoly by trademark. Anyone has a right to use such words as are public property.

Use of such common words by one milling company does not prevent use by another company.

The Patent Office will grant a trademark involving the use of a common word when the applicant expressly disclaims that part of the mark containing the word. Also the Patent Office will grant a trademark registration to a word alone, without any design, when the word is written in a distinctive manner. June 7, for example, the government registered trademarks for the bare words "Bacon," "Fidelity," "Clear Water," "Chicago," "Quaker" and "Giant."

Therefore, the same words could be included in another style of mark and protected by trademark registration.

However, it is advisable not to copy the mark of any other feed miller in any way. To do so detracts from the value of the mark, which in the interests of both the originator and the

copier should be as distinctive as possible, to avoid confusion in the mind of the public and to enable each miller to build up a reputation for his own product. If a competing miller allows his product to deteriorate it reflects upon the products of the other miller using a similar mark.

Ohio Corn Is Not Barred from Michigan.

Michigan authorities have been denied a border embargo on Ohio corn by officials of the federal department of agriculture. Demand for the embargo was based on the alleged failure of the corn borer clean-up in northwestern Ohio. If granted, it would have cut Ohio producers out of the profitable Detroit sweet corn market. Michigan officials failed to attend the meeting on June 22, which decided the controversy, while Ohio had a delegation in the office of C. L. Marlatt, chairman of the horticultural board at Washington.

Bitride is a product on the market which has carbon, bisulfide carbon tetrachloride and a third component combined in such a manner that there is no separation of the gases. This has proven effective in destroying the weevil and their larvae and in preventing the hatching of the eggs. The liquid is applied by sprinkling in cars and by sinking a pipe to various depths for application in bins of wheat. One gallon per 1,000 bus. is used in bins at a cost of ¼ cent per bu.—Edward Gookins, Midland Flour Milling Co., Kansas City, Mo.

Bugs, imported from Europe, will be used in fighting the corn borer. This aerial fighting force is being trained and multiplied by Dr. L. O. Howard, chief of the bureau of entomology, at the government laboratory at Arlington, Mass. They will be released soon and are expected to make the world safe for corn, according to their trainer. This army is from the French and Italian Riviera. Farmers are hoping that the war will not cost more than \$1 for each 10c worth of corn saved, but foreign warriors are expensive and an appropriation of \$10,000,000 has been made for the battle.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 27-28. Wholesale Grass Seed Dealers Ass'n at Detroit, Mich.

June 27, 28. Northwestern Grain Dealers Ass'n at Glacier Park, Mont.

June 28-29. Vermont Grain Dealers Ass'n Woodstock, Vt.

June 28-29. Eastern Federation of Feed Merchants at Buffalo, N. Y.

June 28-29. New York State Feed Manufacturers Ass'n, at Buffalo, N. Y.

June 28-30. American Seed Trade Ass'n at Detroit, Mich.

June 28-30. Ass'n of Official Seed Analysts of North America, Detroit, Mich.

June 28-31. Ass'n of Commercial Seed Analysts of North America, Detroit, Mich.

June 30, July 1. Indiana Grain Dealers Ass'n Midsummer Meeting at Wawasee, Kosciusko County, Ind.

July 12-13. Central Retail Feed Ass'n, Milwaukee, Wis.

July 25-27. National Hay Ass'n at St. Louis.

Oct. 10. Terminal Grain Weighmasters Ass'n, Hotel Fontenelle, Omaha, Neb.

Oct. 10. Chief Grain Inspectors National Ass'n, Hotel Fontenelle, Omaha, Neb.

Oct. 10-12. Grain Dealers National Ass'n thirty-first annual convention at Hotel Fontenelle, Omaha, Neb.

Oct. 10-12. United States Feed Distributors seventh annual convention at Hotel Fontenelle, Omaha, Neb.

An Iron-Clad Elevator at Pullman, Tex.

A convenient 20,000-bu. iron-clad elevator has just been completed at Pullman (Amarillo p. o.), Tex., by Kearns Grain & Seed Co. The Star Engineering Co. had the contract. Pullman is a switch on the Fort Worth & Denver, a few miles south of Amarillo. Ordinarily it is good wheat country. Kearns Grain & Seed Co. has used a portable loader there for years until the business attained proportions that made an elevator a necessity.

The new elevator is 26 x 30 ft., and 54 ft. high. It is studded, iron-clad. A double concrete pit fitted with a flip-flop switch permits unloading grain of different kinds without getting them mixed. An air-lift makes dumping easy.

The dump is fitted in the platform of a 10-ton truck scale. The scale-beam is in a small office directly adjacent the east side of the elevator so the plant can be effectively operated by one man.

The house has eight bins. Three of these are located over the driveway and are equipped with slide valves to permit loading wagons with retailed grain.

The house may be used for transferring or mixing. A concrete chute from the track side to the elevator boot is available for unloading bulk grain from cars.

The leg is operated by a rope-drive working from a shaft to the head. A handy distributing spout is operated from the main-floor. In the cupola is a 6-bu. Richardson Automatic Scale.

No high-line runs near, so a gasoline engine is used to supply power. This is an ordinary Ford engine set on a steel framework fastened to the concrete floor by long bolts. The regular clutch, with its low and high, is used. A water pump keeps the circulation system cool with water from a large tank. A vacuum feed draws gas from a tank buried under ground several feet from the engine house. The engine is fitted with a governor to control its speed.

Approximately 800 cars of wheat were shipped from Pullman last year. All this was handled by portable loaders. With the new

elevator, farmers will be given much better service, and their crops will be handled much more quickly at lower cost. The headquarters of the Kearns Grain & Seed Co. line of stations is in Amarillo.

Northwest Grain Dealers Meet at Lewiston.

The 7th annual meeting of the Pacific Northwest Grain Dealers Ass'n held June 10 and 11 at Lewiston, Ida., was the largest meeting the ass'n has held, over 300 registering.

Friday evening a banquet was held at the Lewis & Clark Hotel with Harry Hudson, traffic manager of the Port of Portland as toastmaster.

RICHARD J. STEPHENS of Spokane, Wash., was re-elected pres. of the ass'n at the business session, F. S. Roberts, Portland, Ore., and Philip Benedict, Seattle, were chosen vice pres. R. H. Stephens, Spokane, was re-elected to the office of sec'y.

Upon invitation of the Walla Walla grain trade that city was selected as the convention city for 1928. A new hotel is being built there and will be finished in time for the next convention.

FRED G. SMITH, supervisor of inspection efficiency, Chicago, Ill., addressed the convention on "Grain Inspection Progress." Mr. Smith said in part:

The State of Illinois established the first state grain inspection department in 1871. Other middle states followed. Washington took the lead in state grain inspection in the Pacific Northwest and set up an inspection department in 1894. Twelve states now maintain grain inspection departments.

The states not maintaining inspection departments, and at a few markets located in such states, inspection departments were established by trade organizations. This could only result in confusion. The necessity for uniform grades uniformly applied was made apparent by complaints from foreign purchasers and foreign governments. The Grain Dealers National Ass'n and affiliated state organizations studied ways and means of effective uniform application of uniform standards. The Chief Inspectors National Ass'n adopted uniform rules in 1902. The Grain Dealers National Ass'n called a uniform grades conference in Chicago in 1906.

The United States grain standard act was enacted Aug. 11, 1916, providing for the establishment, by the sec'y of agriculture, of grades for grain and the supervision of grading by federal grain supervisors. In 1919 a general field headquarters for the administration of the supervision, enforcement, and appeal features of the act was established at Chicago.

During the last 10 years the number of grain markets in the United States and the number of inspectors have about doubled, the total number of markets increasing from 64 to 135, and the number of inspectors from 267 to 456.

We believe that we are making substantial progress in bringing about a most uniform application of the federal standards. This view is substantiated by our records and the endorsements of well informed grain dealers.

H. A. MARTIN, manager of the grain department of Kerr, Gifford & Co., Portland, gave an address on "Northwest Wheat for Export Trade," which will be published later.

ATTY. D. B. HEIL of Spokane in an extemporaneous talk on the "Grain Warehouse Laws," pointed out the dangers of the Washington warehouse laws as they stand today, leaving the warehousemen almost entirely unprotected. According to Mr. Heil's opinion when a warehouseman takes grain in storage and places it in a "common pile," the identity of the grain is lost and the farmer should be placed in the position of creditor and debtor. However, this principle has not yet been sufficiently established in the courts to make it definite. Wheat placed in a special pile is entirely different and the farmer is entitled to recover damages from a warehouseman for its loss.

R. L. SEMMES, manager of the East Waterway Dock & Warehouse Co., of Seattle, one of the prime movers in the installation of the Seattle Futures Market, gave a short talk on the "Practical Application of the Futures Market." He stated that in the beginning it was anticipated that it would take five years to work up a sufficient volume of business to make this market pay its way, and predicted that within a short time there would be a business done of 1,000,000 bus. per day on that market.

CHAS. McMINIMEE, head miller of the Chas. H. Lilly Co. of Seattle, took as his topic "Northwest Wheat for Milling Purposes," speaking from his knowledge of milling wheat for many years. Among the varieties of wheat discussed were Marquis, Turkey, Baart, Haynes Bluestem, Federation, and Gold Coin.

H. L. McINTYRE, manager of the Washington Co-Op. Egg & Poultry Ass'n of Seattle, spoke on the "Economic Phases of the Futures Market." Mr. McIntyre went into all phases of the marketing of grain by futures operations.

An agricultural conference was held at Decatur, Ill., June 15, for the purpose of unifying banking, business and farming interests of the state on some form of farm relief more acceptable than the McNary-Haugen measure vetoed by President Coolidge. As usual all national problems were solved with resolutions and farm problems treated to gas.

Bought An Inspection Certificate.

W. H. Killingsworth, San Antonio, plaintiff, v. Transit Grain & Commission Co., Ft. Worth, and Bailey County Elevator Co., defendants, before arbitration com'te of the Texas Grain Dealers Ass'n, composed of J. S. Criswell and M. C. Rall.

This case arises from the sale by the Transit Grain & Commission Co. to W. H. Killingsworth of one car of corn on Fort Worth federal inspection and destination weights.

The car arrived in San Antonio, W. H. Killingsworth contending that it was plugged, and the San Antonio inspection showed the car to grade Sample Grade on account of excess amount of foreign material.

There is no controversy, however, over the terms of the contract, which were, "Fort Worth grades," and, under the rules of the Department of Agriculture, any appeal from this grade should have been taken before the car left Fort Worth. The Transit Grain & Commission Co. furnished a Fort Worth grade certificate showing No. 3 mixed corn, 92% white, which was according to contract.

Therefore, the com'te finds in favor of the defendants and assesses the cost of this arbitration against the plaintiff.



Kearns Grain & Seed Co.'s Elevator at Pullman, Texas

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Does Not Blame Prohibition for Farmer's Woe.

Editor Grain Dealers Journal: When I was a boy just starting in the grain business I was much interested in the statistical side of it, so when I see figures such as Brother Blewett presents for the encouragement of the wets I naturally look them over to see if they are correct and note what they tell us. His price statistics cover five-year periods before and after the war. I wonder why he limited the number of years. Surely 1926 and 1928 should be included in the comparisons. But the funny part of it is the conspicuous absence of 1919 and 1920. Why did you leave them out, brother? Also why did you leave out the average for corn?

However, I will leave out the two years mentioned, but take a six-year period instead of a five. The average price of corn to farmers in the period 1908-13 was 57.7c. For the period 1921-26 it was 68.4c, an increase of 18% in spite of prohibition of unrestricted speculation. During the same two periods the increase in the price of wheat was 29%. If I was writing a prohibition argument I might say here that the increase in the price of wheat was due to increased consumption brought about by the city working families spending their money for bread instead of booze. That may be partly true, but I do not believe it is the main reason. World conditions and professional speculation have had something to do with the price of wheat.

Next our brother takes up rye. That sounds like a joke inasmuch as we raise considerably less than one hundred millions of bushels in this country. But let us look at the figures. Somehow I do not seem to line mine up the same as his. In my pre-war period I find the average price to be 72c, while the average of the later period is 78.6c, a gain, not a loss.

In the matter of the barley market I find the prices to be 59.6c and 58.1c respectively. An interesting fact is that in spite of the farmers using so many tractors and autos, and the loss of feed trade in the cities, oats show a loss of only 3c. Another interesting fact is in regard to corn prices. While the increase to the farmer has been 18%, the increase in the price

of number two corn in Chicago was 28%. This disparity is due to the fact that we have three successive crops of poor quality. That may have been due to prohibition, but it was certainly wet enuf around here. Now Brother Blewett, according to your fifth paragraph the farmer was the principal factor in putting across prohibition. If that is so and he is satisfied with it why not let him keep it? It is my observation that in this section the troubles of the farmer are due to successive crops of poor quality, too much disparity between what he sells and what he buys, and too much running around in the auto. Of course prohibition is to blame for all.—Sincerely, Roy Wakefield, Waterman, Ill.

Oklahoma Has Lost Confidence in the Pool Promoters.

Grain Dealers Journal: Judge Gough of Amarillo, dear old fanatic that he is, breaks into print in Chicago with his verbal bombardment of the Chicago Board of Trade and any other agency that has anything to do with the marketing of grain.

The ills of the farmers are laid at the feet of the board. Judge Gough has found a way out. He's going to have 'em co-operate—and the poor dupes will continue to pay him a princely salary for running an alleged business about which he knows absolutely nothing.

Judge says the Board of Trade has the power to set the price on every bushel of wheat. Yes sir! Hell yes! Those pot-bellied men in the pit say to the gods, "Let it rain!" Immediately it pours. Then they say, "Hessian flies, do your stuff!" Then the little insects come meekly out of their hiding places and at the crack of the grain-pit whip they pounce upon the nation's wheat crop.

"Farming will never be profitable until there is a change in the system and the farmer can control the price of his wheat and its flow to market," the Lone Star judge belches amid lusty cheering of professional co-operators who voted they should go to Chicago for the conference and that their dumb "co-operators" should foot the bill.

The office of the Texas Wheat Growers' Ass'n is one of inefficiency. It has no system. The methods used are ridiculous. That's co-operation. Tying poor cusses to a five-year contract when they are under the evil influence of an oratorical deluge from a paid co-operator. When you're in the "pool" you must obey the whims of these paid officials or they'll crack down on you with Hon. Aaron Sapiro, the man who has made a fortune by co-operating.

Yes, "judge" is an expert buller. He's an innocent looking ex-resident of Hereford. What

does he know about co-operative marketing or any other form of marketing?

Co-op agitators do not tell the good points of their pools, but instead blow up balloons of prevarication about the "old-line" system of grain marketing, one that has been perfected out of 80 years of efficient service.

Judge Gough is an evangelist in co-operative marketing of the Elmer Gantry type. He'll give 'em some good old co-op bull, sway the "poor horny-handed-tillers-of-the-soil and backbone-of-the-nation and the bread-basket-of-the-world" and then they'll sign. The judge will go back to his palatial office, recline in his swivel chair and chuckle how he converted them and added so much to the membership fund and so many bushels to the wheat pool.

This co-op stuff is the bunk. It is boloney. The "co-operators" know it. They admit it among themselves.

But so long as they can get good salaries, soft jobs and a flare of publicity—well, they're just human in that respect, and they're going to stick to it so long as the suckers will subscribe for the service.—Enid.

Federal Barley Grades Amended.

On June 17, 1927, the Secretary of Agriculture signed an order making amendments to the official grain standards of the United States for barley (Class 1) to become effective Sept. 15, 1927. The grades affected are No. 2, No. 3 and No. 4 Barley and No. 1 Feed Barley. The principal change raises the maximum moisture content permitted in these grades from 14.5 per cent to 15.5 per cent with minor changes involving the requirements for sound barley and the percentage of oats and wild oats permitted. The amendments are designed to meet commercial conditions encountered in the inspection and grading of last year's crop.

The department of agriculture sent 225 men into the upper Mississippi valley on June 15, to destroy common barberry, supposed to be the pest plant of the black stem rust.

A trade agreement between Latvia and Russia signed June 2 and awaiting ratification by the Latvian Parliament concedes to Russian wheat a reduction of 20 per cent from the proposed preferential tariff.

Driveway Chatter.

BY TRAVELER.

The value of a vacation cannot be denied. Sometimes it does good from both sides of the fence. After the vacation is over they often come together with an entirely new viewpoint.

A farmers elevator manager recently decided to try a good dose of vacation for his own good. So as soon as the public school closed for the summer and he knew there would be little old crop grain moving to market, he packed his wife and children into the family flivver and took Horace Greeley's advice. He headed for California, to be gone for an indefinite period.

Meanwhile his directors took charge of the elevator. One of the brokers of the locality tells about it.

"Every half hour during market sessions they call up and say 'Give us the market, please. And give it slow.' Then they mark it down slowly, with a long pause between each quotation and frequent requests for repeats. When they hang up I have spent three or four times the normal time in giving the market."

This in itself, of course, means nothing, except that it indicates gross ignorance on the part of the farmers regarding the operation of a country elevator. Taking the market is one of the first rudiments of the grain business. If they can't take the market it is questionable whether they can buy and sell grain.

We wonder if the manager didn't take his vacation to do good from both sides of the fence. The directors ought to have a belly full of managing by the time he gets back.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

1927	June 10	June 11	June 13	June 14	June 15	June 16	June 17	June 18	June 20	June 21	June 22	June 23	June 24
WHEAT													
Chicago	145½	142½	143½	142½	143½	144½	142½	142½	142½	143½	142½	140½	139½
Kansas City	137½	134½	136½	134½	135	135½	133½	135½	134½	135½	134½	131½	130½
St. Louis (hard winter)	145½	143	144	143½	143½	143½	141½	...	142½	143	142½	139½	138½
Minneapolis	145½	143½	144½	143½	144½	145	143	143½	143½	143½	143½	141	140
New York	147	143½	145½	144½	144½	145½	143½	144½	144	144½	143½	141½	141
Duluth (durum)	140½	138½	139½	139	138½	139½	138½	139½	139½	139	138½	136½	135½
Winnipeg (October)	147½	145½	146	145½	145½	146½	144½	146½	145½	146	145½	143½	142½
Milwaukee	145½	142½	143½	143	143½	144½	142½	143	142½	143½	142½	140½	...
CORN													
Chicago	99	97½	102	102½	104½	107½	105½	106	104½	105½	105½	103½	102½
Kansas City	94½	93½	97½	97½	99½	102½	101½	101½	100½	101	100½	99	96½
St. Louis	100½	99½	102½	103½	105½	107½	106½	...	105½	106½	106½	104½	103
Milwaukee	99	98	102½	102½	104½	107½	105½	106½	104½	105½	105½	103½	...
OATS													
Chicago	47½	46	47	47½	48½	48½	48	48½	48	48½	48	47	46½
Minneapolis	45½	44	44½	44½	45½	45½	45½	45½	45½	45½	45½	44½	43½
Winnipeg (October)	53½	53½	53½	53½	54½	55	54½	54½	54½	54½	54½	53½	52½
Milwaukee	47½	46½	47	47½	48½	48½	48	48½	48	48½	48	47	...
RYE													
Chicago	103½	103	104½	104½	104½	105½	104	104½	104½	104½	104½	101½	100½
Minneapolis	97½	96½	97½	97½	98½	98½	97½	98½	97½	97½	97½	95½	94½
Duluth	100½	99½	101	100½	100½	101½	100½	100½	100½	100½	100½	98½	97½
Winnipeg (October)	104½	102½	103½	104	103½	104½	103½	104	103½	103½	103½	101½	100
BARLEY													
Minneapolis	72	71½	72	71	71½	71½	71½	71½	71½	72	71½	70½	68½
Winnipeg (October)	72½	72½	73½	73	73½	73	72½	72½	73	73½	73½	72½	72½

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CALIFORNIA.

Dunnigan, Cal., June 11.—Crops here are of a good grade. None of the wheat is harvested yet.—E. H. Peake.

CANADA.

Toledo, O., June 22.—The lateness of planting and weather conditions indicate that the 1927 Canadian wheat crop will be late and high in moisture.—O. W. Randolph Co.

Winnipeg, Man., June 20.—Estimated acreage under crop, season 1927, showing increase or decrease as compared with last year: Manitoba—Wheat, 1,615,100, 21.1% decrease; oats, 2,722,800, 13.8% increase; barley, 1,584,000, 18.4% increase; rye, 133,800, 9.2% increase; flax, 167,500, 2.1% increase. Saskatchewan—Wheat, 10,998,600, 9.6% decrease; oats, 5,797,200, 6.8% increase; barley, 596,300, 8.1% increase; rye, 195,000, 0.4% increase; flax, 469,600, 3% increase. Alberta—Wheat, 19,889,100, 7.3% decrease; oats, 11,029,000, 8.7% increase; barley, 2,611,900, 13.6% increase; rye, 493,300, 0.2% decrease; flax, 669,700, 2.8% increase.—J. G. Fraser, sec'y-treas., Northwest Grain Dealers Ass'n.

GEORGIA.

Dalton, Ga.—The south, especially Georgia, last year had more grain than at any time in its history.—M. E. Heggie.

ILLINOIS.

Gridley, Ill., June 23.—Crops are about 3 weeks late.—Gramm & Klopfenstein.

Summerfield, Ill., June 22.—Farmers are cutting wheat at present. Will be threshing about July 4. Think wheat will make about 12 to 15-bu. per acre.—John B. Shaffer.

Opheim, Ill., June 15.—Corn acreage will be about 80%, 25% of this was planted after June 1, 15% after June 10. About 10% damaged by wet weather. Wheat acreage reduced and spotted. Barley acreage increased 25%.—R. T. Gustus.

INDIANA.

Hamlet, Ind., June 10.—Crops look fair here. There is little corn and it is very late.—Arndt Weinkauff Grain Co.

IOWA.

Rockwell City, Ia., June 9.—Conditions are improving nicely on both corn and oats in this territory and with favorable weather looks like a very good crop of both corn and oats.—W. E. Stotts.

Tingley, Ia., June 13.—Crops seem to be coming quite nicely in this locality, altho the corn crop is threatened with the cut worm. The weather is wet and cool, making it favorable for the cut worm to continue.—H. W. Ferguson.

KANSAS.

Athol, Kan., June 11.—The crop will be light, probably 10 bus.—O. E. Rice.

Alamota, Kan., June 13.—The wheat crop is poor, will probably make seed.—Chas. Sharp.

Plains, Kan., June 11.—Crops are very poor. Wheat will average about 8 to 10-bu.—Geo. A. Smith.

Langdon, Kan., June 13.—Wheat crop is a little below average, and corn is a little late.—W. R. Atherton.

Galatia, Kan., June 8.—Crops are not very good. Fly is working and most of wheat will make less than 8 bus.—H. E. Steinert.

Great Bend Kan., June 8.—The wheat crop in this vicinity is good. There has been some hail damage in sections.—L. L. Gunn.

Big Bow, Kan., June 7.—Practically speaking, no wheat here this year and to date no prospects for a corn crop.—Eyman & Kearney.

Pretty Prairie, Kan., June 20.—We have a good wheat crop, ready to harvest, but too wet to get in the fields at present.—S. E. Young.

Fellsburg, Kan., June 16.—Harvest will start just as soon as weather will permit. Farmers will bin the new wheat and hold for \$1.50.—H. M. Heinicke.

Chetopa, Kan., June 18.—The wheat crop is very poor, will make from 5 to 8 bus. per acre. Too much rain and rust is the cause. Oats will be of a very poor yield.—G. W. Pratt.

New Salem, Kan., June 13.—Wheat harvest starts this week. Kanota oats about ready now. Corn and kafir of a poor stand and slow growth. Wheat will not be over 60% normal yield. Quality will be good.—F. C. Coffey.

Kirwin, Kan., June 14.—Have had a good rain and things look good. Corn and kafir are backward, but coming alone fine. Wheat will average about 10 bus. per acre here. Plenty of moisture for a wheat crop.—H. A. Smith.

Wilson, Kan., July 11.—Wheat looks like an average acreage of 12 bus. Oats are looking fine and fully 25% better than last year. Corn acreage is less and planting about normal, and there is less barley. There is a heavy sowing of cane seed.—B. W. Kyrner.

Hutchinson, Kan., June 15.—The Kansas wheat harvest soon will be under way. The crop will be much less than that of last year, but my judgment is it will be better than the average over a number of years. Here, and for quite a distance west and south, conditions are good. In the far west there is practically no wheat. The thing I fear most is a "wet" harvest, for with so many combines and so few binders and headers farmers would find themselves faced with great difficulties in case of too much rain at the time wheat is ripe. Whether this condition comes up this year or not, it is certain it will arise some year, and I simply don't know what could be done. Even if the old binders and headers were brought out and hastily rigged up, they still would be inadequate—and what is more to the point, labor to serve the machines would be nonexistent.—C. A. L.

MICHIGAN.

Standish, Mich., June 8.—Seeding is very backward and very little of any kinds of crops is in.—Standish City Flour Mills.

MINNESOTA.

Minneapolis, Minn., June 22.—The grain crops of the Northwest have shown very good development during the past week, with the exception of corn. There were several warm days that were ideal growing weather. There are no places, at present, that need any more moisture, for some time. The conditions of all small grains, in South Dakota, are as good as the State has had, in many years. The fields are fairly free from weeds. This is also true in Montana and most of Minnesota. Up to the present time, the weather has been too cold and wet for the proper development of corn. It is not up to the average in growth for this time of year. In going over our records we find similar conditions have existed in the past, when there was but little warm weather, until after the fourth of July. In those years, a good percentage of the crop matured, with yields around 25 bushels to the acre. With favorable weather in July and August, and the absence of early frost, there is still time for corn to mature in South Dakota and Minnesota. Flax has a very satisfactory condition. In some of the larger flax-raising districts of North Dakota, the acreage will probably show an increase over last year of from 40 to 100%.—The Van Dusen Harrington Co.

MISSOURI.

Blodgett, Mo., June 14.—Our wheat and rye acreage is somewhat larger than last year, but due to the unusually wet season the yield per acre will be much less. We do not believe that the total yield will be over 60% of last year.—E. R. Putnam.

MONTANA.

Charlo, Mont., June 14.—Owing to the abundance of timely rains the winter wheat is practically made. All grains are looking fine, also a good prospect for a large crop of alfalfa, and the best outlook for all crops for years.—C. W. Cooper.

NEBRASKA.

Bradshaw, Neb., June 22.—Crops look extra good here this year.—P. F. Steinberg & Son.

Malcolm, Neb., June 13.—Prospects are good for a big wheat crop and the recent rains have greatly benefited the corn.—F. S. Davey.

Ragan, Neb., June 18.—Wheat promises to make one of the biggest crops ever raised in this part of the state.—Farmers Co-op. Ass'n.

Greenwood, Neb., June 18.—Wheat looks fine. There is much replanting of corn. The first planting is all cultivated for the first time.—Rex Peters.

Roseland, Neb., June 18.—The prospects for one of the best wheat crops in this part of Nebraska are fine, also for oats. Corn is two weeks late. We had a total failure last year of corn and oats.—M. J. Stoetzel.

Ragan, Neb., June 20.—Wheat here is good, but most fields are smutty. Think it will average 20 bus. Corn is backward with plenty of moisture. Oats are fair. Harvest will start about July 4.—Ragan Grain Co.

Nebraska City, Neb., June 17.—We have had good rains since the first part of the month and everything is coming along fine. Kansas and Oklahoma also had rains and wheat will be somewhat improved.—Frank H. Callen, Shannan Grain Co., Lincoln, Neb.

NORTH DAKOTA.

Hamar, N. D., June 16.—Crop conditions are fair.—Hamar Co-op. Elvtr. Co.

Streeter, N. D., June 20.—Crops look good. Rye had a good stand and will yield pretty good. Wheat is not very high yet, but has a good stand. Corn is no good, some is not even up.—P. Deutscher.

Pekin, N. D.—About 80% of the usual amount of wheat was sown this year, more barley and flax than last year. Spring was very late, but weeds are growing.—A. M. Bergstrom, mgr., Pekin Co-op. Elvtr. Co.

Hanks, N. D., June 21.—Crops here have never looked better, but are a little late. Wheat acreage was decreased about 25% while flax, oats and barley were increased. Had a wet spring.—Thos. C. Lorenzen.

OHIO.

Saint Paris, O., June 13.—Wheat looks fine; oats only fair and very weedy. Corn growth very small. Corn planting not completed.—The Farmers Grain & Feed Co.

Lima, O., June 17.—Wheat and oats are looking very fine in the territory, as is some of the early corn. Considerable corn planted the past 10 days and some yet to plant. Prospects for corn are not at all exciting.—Robinson Grain Co.

Plain City, O., June 23.—The wheat crop around in this district looks fine so far and bad weather excepted, harvest should start around the week of the Fourth of July. The corn crop here will have to have a late fall to mature properly.—B. M. Youmans & Son.

Plymouth, O., June 22.—Wheat acreage is not more than half of normal, but it looks good. Rains last fall prevented seeding. Oats are in good shape. Corn is planted on a small acreage and is very late due to rainy weather.—A. McDougal.

Ashville, O., June 22.—We have good wheat if it matures. Corn is 90% planted and looks well except in the bottom lands.—W. E. Hall.

Derby, O., June 22.—Our corn is 3 weeks late, tho about 90% planted. Wheat looks good, but we are commencing to worry about whether or not we will have dry weather for harvesting.—A. M. Daugherty.

Linsey, O., June 22.—Corn is very backward because of the cool weather. Wheat looks awfully good, but the acreage is short.—Perry Boyer.

Okolona, O., June 22.—The wheat crop here will be short tho the stand is good. Rains interfered with sowing last fall. The corn crop is about 3 weeks behind.—W. T. Ruetz.

Orient, O., June 22.—Wet weather has held the corn back nearly 3 weeks.—J. B. Hill.

Ashville, O., June 22.—Our wheat looks good tho the acreage is small. Our corn is about like it is everywhere else, very late.—G. C. Cline.

Brice, O., June 22.—We have prospects for a splendid crop of wheat, but our corn is very backward.—J. H. Motz.

McComb, O.—Crop conditions are far below normal for this time of year. A great amount of corn is not large enough to cultivate. Excessive rains made oats exceptionally weedy and not doing very well. Wheat is looking good, but the Ohio crop will be very short on account of the rains last fall. Very little spring wheat sown thru this territory.—McComb Farmers Co-op. Co.

OKLAHOMA.

Cashion, Okla., June 8.—We will have a fair crop of wheat here of good quality.—Pennington Grain Co.

Bessie, Okla., June 14.—Crops are about a 60%, wheat 75%. Spring crops are looking exceptionally good.—A. B. Schmidt.

Carnegie, Okla., June 20.—All spring crops are looking good. Corn acreage is light. A fair crop of oats, but none for market.—J. R. Thomas.

Afton, Okla., June 20.—We have about 40% of our usual crop of wheat, 25% of the crop of oats. Corn is looking fair. Too much rain.—Allison Grain & Seed Co.

Frederick, Okla., June 18.—Heavy rains have delayed threshing here for the past week. The average yield is about 10 to 12 bus. per acre.—Northwestern Elvtr. Co., Inc.

SOUTH DAKOTA.

Fairview, S. D., June 11.—Corn is very backward but there is a good stand.—W. P. Manning.

Virgil, S. D., June 23.—You tell 'em, we are sure going to have one big crop here from the looks of things at this time.—X.

TEXAS.

Muleshoe, Tex., June 18.—With the improved method of combining the harvest will be over in ten days more. The weather is fine, had fine rains, and the farmers are all busy planting.—Bailey County Elvtr. Co.

Spearman, Tex., June 16.—The prospects for a wheat crop this year are a little brighter at this time than they were a month ago. We have had two fine rains since that time which will be a great aid to the late wheat, but most of the early wheat was already too far gone.—Spearman Equity Exchange.

WISCONSIN.

Marathon City, Wis., June 15.—We have very poor weather here for all crops. Much of the corn fields are being replanted on account of the cold weather.—Paul Rajek.

Atwater, Wis., June 20.—Farmers are sowing considerable peas for canning, which has reduced the acreage on grain somewhat. But it looks as tho more grain was seeded this year.—Gustav Beske.

Madison, Wis., June 14.—Of the spring sown grains, oats and barley look more uneven and small than they did a year ago, but their condition is slightly better than the 5-year average. Winter wheat and spring wheat are both better than they were a year ago and considerably above the 5-year average in condition. Peas, while looking fair, are not up to the condition of a year ago. Corn planting in the state was delayed from 10 days to two weeks, but good progress was made after the clear weather came. Indications are that corn planting is now mostly completed in the state and considerable cultivating has been done.—Walter H. Ebling, agricultural statistician.

Will These Rains Prove a Blessing?

'Tis an ill wind that blows no one some good.

At the beginning of the rains that have poured over the Middle Western States since last fall a complaint commenced among the farmers of the corn belt that they were unable to harvest their corn in good condition. As the rains continued intermittently with occasional dry hours so few that grain was given no opportunity to dry, the complaint crescendoed into a wail. There was no stopping the wail, and the weather is beyond control of the agitators and the political pot boilers.

As the wet spring progressed toward a wetter one and the middle of June found many fields still unplowed and untouched by drill or planter there was a bulling of the market on wails and a heretofore invisible supply of corn has come to light.

An old-timer in the Illinois grain trade comments that the rains may be a blessing in disguise. They have caused an unprecedented demand for 90-day corn. If only the 90-day corn matures this year the seed will be distributed from neighbor to neighbor and before long the whole corn belt will be raising the quick-growing variety and harvest a crop of mature corn which will not spoil.

As old-timer sees it big-cob corn is at fault for the low prices on the product of the corn belt. It results in great quantities of low grade grain.

One of the laws of economics shows that a 10% decrease in quantity with a similar increase in quality, raises the price 20%. He believes that 90-day corn, tho it gives a smaller

yield will mature into so much better quality that the farmers will be able to make more money per acre by raising it than they can with the large ear varieties.

He further declares that there is always a market for a good, sound product, but it is awfully hard to find buyers for sample grade corn.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

San Francisco, Cal.—During the month of May 182,366 bus. of wheat were received here, 1,353,950 bus. barley, 32,500 bus. oats, 71,422 bus. corn.

Marathon City, Wis., June 15.—We had 25 carloads of corn shipped in last year, also 10 carloads of oats and about 50 carloads of feeds.—Paul Rajek.

Carnegie, Okla., June 20.—Wheat is just beginning to move. Movement will not be as heavy as usual from the machine, as farmers will bin for later market.—J. R. Thomas.

Seattle, Wash., June 8.—Receipts during May compared with May a year ago, in carloads, were: Wheat, 359-413; corn, 133-88; oats, 14-19; barley, 10-23; hay, 27-37. Water shipments of wheat similarly compared were 64-690-214,230 bus.

Lone Wolf, Okla., June 13.—Wheat has started to move here from combines, making from 15 to 20 bus., testing 60 to 62 lbs., with high protein. Big rain here on June 12 which will be nice for putting wheat land in shape for another crop.—Geo. Kendrick.

Vancouver, B. C., June 7.—Exports of wheat during May, 1927, totaled 2,651,296 bus. This brings totals for this crop year to May 31 to 32,169,984 against 50,228,917 last season and 22,864,089 the previous year.—J. H. Hamilton, sec'y, Merchants Exchange.

Kansas City, Mo., June 13.—The first car of new crop wheat arrived here today, being received by B. C. Christopher & Co. It was sold at auction to the Simonds-Shields-Lonsdale Grain Co. for \$1.46 per bu. It graded No. 1 dark hard, and tested 61.4 lbs. to the bu. It came from Wichita.

Winnipeg, Man., June 17.—Wheat inspected Aug. 1, 1926, to date, 320,750,000 bus.; in store at country elevators, 4,500,000 bus.; in transit, not inspected, 2,500,000 bus.; allowance for feed, seed and country mills, 45,000,000; a total of 372,750,000 bus.—J. G. Fraser, sec'y-treas., Northwest Grain Dealers Ass'n.

Dunnigan, Cal., June 11.—Grain movement is moderate but will increase as harvest advances. Held back by rain, but slight damage done. There is about 6,000 tons of grain shipped from here each year and about 7,500 tons from Hershey (Dunnigan p. o.). Very little old grain on hand in any part of Sacramento Valley.—E. H. Peake.

Denver, Colo., June 10.—Receipts during May, compared with May a year ago, in bushels, were: Wheat, 337,500-627,000; corn, 206,150-337,900; oats, 90,000-96,000; rye, 13,500-1,500; barley, 27,200-20,400; hay (tons), 900-820. Shipments for the two periods were: Wheat, 6,000-45,000; corn, 86,800-142,600; oats, 58,000-52,000; rye, 7,500-....; barley, 3,400-....; beans (carlots), 97-268.

Montreal, Que., June 9.—Receipts during May compared with May a year ago, in bushels, were: Wheat, 14,391,148-12,995,882; corn, 286,135-192,683; oats, 2,255,585-4,788,671; rye, 5,134,672-2,290,080; barley, 1,971,328-2,144,647; flaxseed, 176,734-60,021. Shipments for the two periods, respectively, were: Wheat, 16,422,105-5,602,380; corn, 146,546-326; oats, 2,058,885-601,051; rye, 9,110,694-60,000; barley, 3,817,515-398,050.—Montreal Board of Trade.

In Cheyenne county, Neb., farmers are preparing their power generator plants to provide electric current for operating searchlights to be used for night harvesting.

Books Received

"THE CONSTITUTION EXPLAINED," by Harry Atwood, gives the result of many years of research and deliberation on the part of the author. While designed especially as a text book for school use, the book is one which all citizens may read with profit. It explains every part of the United States Constitution in a clear and concise manner, and contains a list of summary questions at the close of each chapter. The book may be obtained for 88c from the publishers, Harcourt, Brace & Co., New York.

COMBINES IN ILLINOIS is a report by E. W. Lehmann and I. P. Blausen on the harvester-threshers being used in Illinois. Records are available on 52 of the 64 combines owned in Illinois. Five of these are owned by custom threshermen and are used for custom work only. Ten are owned by tenants. Eighteen are owned by farmers who own part of the land they operate and rent the rest of it, and 15 are owned by farmers who own all of the land they operate. In 1926 these 52 machines harvested 11,105 acres of small grain, beans and grass seeds. To "combine" successfully and have a low moisture content, grain must stand from 7 to 10 days longer than when cut with a binder. The first year combines were used in Illinois for harvesting small grain some elevator men refused to accept "combined" wheat direct from the machine because they thought it would heat. That year, 1925, one man sent a carload of "combined" wheat direct to Chicago markets because the local grain buyer did not want to risk it. He got the top price for the carload. In 1926 there was no trouble in handling the "combined" wheat. In fact, many elevator men said it was the best wheat they bot. "Combined" wheat was as dry as that harvested and threshed the usual way. Circular No. 316, Agricultural College, Urbana, Ill.

Outcome of Trials of Armour Officials.

Geo. E. Thompson, general superintendent of elevators for the Armour Grain Co., who was placed on trial May 20 by the directors of the Chicago Board of Trade on the charge of dishonest conduct, was found guilty June 13 and expelled from membership in the Board. Thompson was charged by the Gates Com'ite with participating in alleged dishonesty when "the Armour Grain Co. defrauded the Grain Marketing Co. by misrepresenting the character of wheat in the Northwestern elevator."

John Kellogg, former pres. of the Armour Grain Co., who was accused of having known of the alleged frauds without taking action to protect the Grain Marketing Co., was found guilty, June 17, of dishonorable conduct, and suspended for two years.

K. V. R. Nicol, one of the vice-presidents of the Armour Grain Co., also charged with knowledge of the alleged frauds, on June 18, was acquitted.

For more than a year an arbiter heard testimony and reviewed evidence in the private money dispute between the Armours and the Rosenbaums growing out of the failure of the Grain Marketing Co. Immediately upon the finding of the arbiter, the Board of Trade appointed its special com'ite, which heard more than a score of witnesses, and in a preliminary report recommended that the Armour Grain Co., for forty years a factor on the exchange, be denied trading privileges. This action was at once taken, the company having been barred from the exchange since April. Continuing its inquiry, the Gates Com'ite brought charges against the three individuals who held memberships and who under the rules could be brought to trial.

Members of the Gates Com'ite which brought the charges included J. P. Griffin, James A. Patten, James Norris, Lowell Hoit, Frank G. Coe, and Charles Sullivan.

The vote in the respective cases was 13 to 5 against Thompson, 11 to 7 against Kellogg, and unanimous in favor of Nicol.

Ohio and Michigan Dealers Hold Joint Sessions at Toledo

In the grain business it is not uncommon to deal with parties for years without ever meeting them face to face.

At least a portion of the success of Toledo's roundup is attributable to the fact that this joint meeting of the grain dealers associations of Ohio and Michigan offered such an exceptional opportunity for those doing an interstate business to shake one another's hands.

The balance of the credit due for the splendid turnout is a reflection of the initiative and aggressive hustle of those hospitable Toledo entertainers who make any undertaking a success.

The joint meeting of the Ohio and Michigan ass'ns, in the midst of lavishly showered greetings, was called to order on the morning of June 22, in the spacious convention chambers of the Waldorf Hotel, Toledo, which was wisely chosen as headquarters.

PHIL SAYLES, Columbus, President of the Ohio Grain Dealers' Ass'n called the meeting to order.

H. W. APPLGATE, honorable president of the Toledo Produce Exchange warmed the already kindred feeling felt by the delegates, in his cordial welcoming address. He said:

We of the Toledo Produce Exchange are very happy to welcome you this morning.

It has been our privilege to entertain the Ohio Grain Dealers in their annual meetings, but never, I think, have the Ohio Grain Dealers Ass'n and the Michigan Hay and Grain Ass'n met in joint session, so with this thought in mind we have something to be quite proud of.

It was our desire also to have the Indiana Ass'n with us, but our nearby associates decided they would rather stay within their own borders for their June meeting. It is my hope that a tri-state meeting may be held here in the future.

Situated as we are in the corner of three states, we are in close touch with you at all times, and to us state boundaries are not considered in our dealings.

Many of the grain carrying railroads pass through the three states and terminate in this city, so physically we afford the natural market for your grain and seeds.

Toledo is the nearby market giving you quick returns on your shipments and keeping you advised daily as to prices through our bid cards and market letters.

Mail from here for the most part reaches you over night, which, needless to say, is of great benefit in a business such as ours where the margin of profit is so small.

In the Grain and Milling business we are trained to anticipate and to deal in futures in the strict meaning of the word. Our ability to do so to a very great extent decides whether we are on the right side of the ledger or not. Other lines of business are combining, reducing the overhead and working for volume to pull them through.

It seems to me that the great problem in our line is to look ahead and try to work out a mode of procedure which will help us to keep our place in the economic structure.

Politically it would seem that our future is not too bright and the only way we can exist is to meet the changes in world conditions and to show that we have a place in business which cannot be filled in a better way.

Stop just a minute and think what great accomplishments have been made in five years—air mail, air passenger service a reality, the radio, trans-Atlantic telephone, and finally Lindbergh hopping off from New York and being in Paris in a day and a night. Such happenings are bound to change all preconceived business ideas and thus affect our own.

What we accomplish can only be done by working in unison and along basic ideas of service. Conventions such as this are needful and necessarily must be held with thought behind them to better our working conditions.

In looking over your program, I am sure this meeting will be helpful for you all and I assure you we of our Exchange will assist to the best of our ability.

E. C. EIKENBERRY, Camden, O., responded feelingly and appropriately on behalf of the Ohio Grain Dealers Ass'n. He had nothing

but praise for Toledo, which he termed the most logical market for all dealers in the whole Great Lakes section, who are fortunate enough to be able to "Ship to Toledo." Applause accorded bespoke endorsement of his remarks.

H. R. WHITE, Scotts, Mich., in responding for the Michigan dealers said:

We appreciate the cordial welcome of Toledo. It was with pleasant anticipations that we recommended this joint meeting with our Ohio neighbors for we always enjoy our little journey to Toledo.

As we tour the East and come back over the mountains into this northern wonderful agricultural section of Ohio, how truly one feels that he is traveling thru a typical Garden of Eden. In a circle of sixteen states, not a spot to compare with it 'til we came into our own fertile lands of Southern Michigan, to an agricultural industry totaling in value for the last several years, of over a quarter billion dollars (1/25 of all crops) per annum, coming from approximately 8½ million acres.

Did you ever stop to think that our fruit crop is valued at over 20 million dollars for apples, peaches, pears and grapes? For many years you here in Ohio have reaped a profit from our grains particularly from our abundant crop of field seeds. In round numbers we produce 1/20 of all agricultural crops and nearly ½ of the fruits. Michigan could exist as an isolated empire while her people enjoyed all the reasonable comforts and luxuries of life with the exception of cotton, which is not produced within the State. This would be possible because of the state's wonderful and greatly varied natural resources.

Michigan agriculture is but one of a group of five great industries in the state—viz: Agriculture, Manufacturing, Lumbering, Mining and Marine. These industries are sufficiently developed so that all are important to the national as well as the commonwealth.

With over fifty harbors on our water border the marine industry is regarded as most important and well may you with us boost and help bring the ocean inland and make our harbors ocean ports.

A general summary of agriculture show that the agriculture of Michigan is notable because of its enormous annual production and unsurpassed variety of its products. This industry might well be divided into two groups, viz: Agriculture and horticulture, because of the prominence of the latter.

Michigan ranks 25th in land area among the forty-eight states or occupying about the same area as England and Wales.

Michigan is rich in natural beauty. Her great and inland lakes, rivers and streams, forests, sand dunes, her northern climate, all go to make Michigan one great natural park. As such, she is more and more becoming the PLAYGROUND OF THE NATION, for each year increasing thousands visit Michigan for refreshment of body and spirit in her great outdoors.

And as we enjoy ourselves here with you at this time, we welcome you to the playground of the Nation.

OHIO COMMITTEES, President Sayles announced the following committees:

Resolutions: E. C. Eikenberry, Camden; J. C. Johnstone, Cleveland; E. O. Teegarden, Duval.

Auditing: L. R. Watts, London; W. S. Bricker, Payne; J. W. Simmons, Sidney.

Nominations: John Motz, Brice; Sam L. Rice, Metamora; Grover Cline, Ashville.

Adjourned for luncheon.

Wednesday Afternoon Session.

PRES. SAYLES called the second joint session to order at 1:30 p. m. in the main dining room of the Waldorf hotel.

HON. JAMES T. BEGG, M. C. 13th District, Ohio, discussed Our Foreign Policy and Its Effect on Business.

Our Foreign Policy.

I believe I am conservative when I say the manner in which our foreign policy is settled will have material effect on our prosperity 10 years from now. United States produces a 25% excess of all products in aggregate. That means we must find an outlet or lower our standard of living. It wud seem impossible to

increase consumption within domestic circles. We seem to have all we want to eat and to wear. More cud hardly be used without increasing waste.

One thing can be increased. That is luxuries. We have already increased this too much. One of the big dangers in the country is found in them. Too many folks have mortgaged their incomes for 12 or 18 months ahead to pay for what they cannot afford.

It does not look like we will greatly increase our consumptive ability. American families are becoming smaller and the number of births cut down. The American policy on immigration has been proven correct, so we cannot hope to increase consumption from that source.

It wud be impossible to decrease production. On it rests the bulwark of prosperity. Such a decrease wud lower wages and living standards.

I am very much in favor of developing a fair foreign policy to permit trade expansion.

In the eastern countries, referring particularly to countries like India and China, where not enuf food is produced to feed the hungry mouths, is the possibility of raising the standard of living at a price that they can afford. That is the place for our 25% overproduction. Transportation and lower costs are the things necessary to move the agricultural surplus we hear so much about.

No matter what we do demagogues will shout against it. We must stand behind our policies of fair, honest dealing and maintain control of North America or have our standard of living lowered. As far as I am concerned every effort will be made to keep that control and the American standard of living.

SEC'Y CHAS. QUINN, of the Grain Dealers National Ass'n spoke on Farm Legislation.

Farm Legislation.

The very course of events has compelled us to go into politics to some extent. The grain business is one of the political troubles of our government and politicians.

In a recent speech at Northwestern University, Sec'y Jardine claimed that classes in co-operative marketing shud be in the curriculums of all primary and secondary schools. The fundamental principle of producers' control must be safeguarded. He lays the failure of the pools to insufficient volume and immediately adds that too much business in this way wud be dangerous in that it might get away from producers' control.

Sec'y Jardine and our President favor the Curtis-Crisp bill. This is just as vicious as any of its predecessors. It wud take money from the United States treasury to organize and promote pools. Figures show the pools have taken from 12 cents to 24 cents per bushel for handling producers' wheat. The figures on the Indiana organization are 16 cents. Yet our government favors this, simply because it wants to give the farmers something.

The pools are large holders of grain and thereby fall to the mercy of the buyers. This compels taking lower than average prices.

Corn borer legislation was and is foolish. The facts in the case are that a pest comes, runs its course, and dies. The \$10,000,000 appropriated might as well be thrown away; it will not stop the borer. Yet we dared not fight it because we were actively engaged in fighting the McNary-Haugen bill, a much more important measure.

A bushel of clippings received in my office shows that the farm depression is greatly exaggerated. They show that farmers who farm with their heads as well as their hands are not complaining. Those that wall are the ones that used bad business judgment after the war. Such are no more entitled to help than a business man who fails as the result of speculation outside his business.

One of the measures worthy of your consideration is the Federal Inspection Bill. This wud transform federal supervision to active inspection of grains. Some think they want it; others are satisfied with present methods. This bill wud make first inspection final. Maybe it wud be well for you to express yourselves regarding it.

East of the Indiana line, where the agricultural activities have become diversified and farmers are buyers of grains, we hear no complaint nor calls for federal aid. These farmers do not want the price of grain to go higher. As diversification moves westward we shall hear less about farm relief. This fact alone prevented passage of the McNary-Haugen bill. The eastern farmer was against it.

HENRY L. GOEMANN, Mansfield, spoke in regard to traffic.

Natural Shrinkage.

For several years we have been fighting the carriers on natural shrinkage. Last fall we succeeded in obtaining a compromise on a uniform shrink of ¼ of 1%. The carriers are now trying to add 1/10 of 1% scale tolerance.

We must fight this scale tolerance. Such an admission wud belie our allowance of natural shrink.

This tolerance does not consider the country shipper and the automatic scale he uses.

It wud take 1/10 of 1% on each weighing. As much as 260 pounds wud thus be allowed on a car.

It behooves us to fight these extra charges. We have never admitted there is such a thing as natural shrink. The 1/2 of 1% allowed shud be sufficient to cover any necessary scale tolerance. Any added charges wud necessarily have to be turned right back to the farmer.

The following joint resolution was read and adopted:

Scale Tolerance.

RESOLVED, By the Ohio and Michigan Grain Dealers in joint meeting at Toledo, O., June 22 and 23, that Henry L. Goemann, Chairman of the Transportation Com'te of the Grain Dealers National Ass'n and Chairman of the Transportation Committee of the Ohio Grain Dealers Ass'n, be requested to oppose the adoption of the scale tolerance rule of the American Railway Ass'n carriers, as per their dockets. Furthermore, that he propose that the deduction of 1/2 of 1% of the shipping weight be the only basis to be used for the adjustment of freight claims, which deduction fully covers scale tolerances.

Any other shrinkage must be considered the liability of the carriers.

Adjourned to 6:30 p. m.

The Banquet.

Over 340 grain dealers reveled at the banquet held Wednesday evening at seven in the main dining room of the Hotel Waldorf. The ladies turned out en masse.

FRED MAYER, Chairman of the Entertainment Com'te, directed the frivolity. The lavish entertainment was provided with the compliments of the Toledo Produce Exchange members.

A peppy seven-piece ladies' orchestra, the Tune Tinker Lassies, who all study under the direction of "Bill" Cummings, furnished the harmony, keeping up a continuous medley of rhythmical syncopation.

Following the sumptuous six-course banquet, delightfully arranged by the Toledo boys, a pair of soprano radio entertainers were the center of attention. Following them, two witty male entertainers of no mean fame, proved to the assembly that "Fifty Million Frenchmen Can't Be Wrong!" "Bill" and Ben and his "Jo" capped the climax of the musical program.

H. WALLACE APPLGATE, President of the Toledo Produce Exchange, was Master of Ceremonies. Before introducing the speaker of the evening he recommended that the Michigan and Ohio associations consider the proposition of consolidating their organizations and the Indiana Grain Dealers Ass'n, which combined group might afford a full-time secretary who could devote part of his time in assisting the activities of the "National." Mr. Applegate pointed out that these three states raise the same crops, are in the same freight ass'n rate territory, and have virtually the same trade problems.

DR. JAMES S. KIRTLEY, Pastor, Ashland Avenue Baptist Church, Toledo, on "An Army of Kernels," traced the evolution of the present common grains through the ages to the present

high state of perfection. Because grain dealers handle the most basic commodity necessary to the welfare of the human race, Dr. Kirtley believes grain dealers must be the "Salt of the Earth."

THE LADIES present at the banquet were the appreciative recipients of a delightful remembrance from the Toledo Produce Exchange, in the form of a dainty DeVille perfumer.

Ohio Business Session.

PHIL SAYLES, Columbus, President of the Ohio Grain Dealers Ass'n, called the business session of that organization to order at ten on the morning of the twenty-third, delivering a pleasant greeting, combined with a resume of the organization's work the past year. He said:

President Sayles' Address.

Brother Grain Dealers and Ladies: We are assembled at the 48th Annual Convention of the Ohio Grain Dealers' Ass'n. This Ass'n has functioned nearly one-half century, which proves that it was well founded by men who were far-sighted and unselfish in their efforts. During the past year we have lost two of the founders and we will hear later a tribute to their worthy careers.

This year we are meeting jointly with our brother grain dealers from the good state of Michigan. We welcome you. It is gratifying to see you here in such large numbers. This, I believe, is the first time that the two Ass'ns have ever met jointly for their Annual meeting. We trust you will not regret meeting with us. We will try to be courteous hosts and make the meeting successful. We are only sorry that our good brother association on the West did not see fit to join us.

We are always glad to see so many members present at our convention. It shows a continued interest in this organization and proves that our membership is interested in the work your officers are doing. Without your continued interest and co-operation this Ass'n cannot function. We want you to feel that the meetings we will hold are open forum in which all problems affecting the grain trade can be fully and freely discussed.

During the past few years trade conditions have been anything but satisfactory and the country grain dealer especially does not seem to feel very optimistic about the future. But that only tends to emphasize the necessity of a closer affiliation of the grain men and a more enthusiastic interest in the work of the organization.

In order to increase the efficiency of the organization, and create a broader interest in its work, a closer relationship of the members is necessary. It might be suggested that the members strive to become more intimately acquainted with each other. This may be accomplished by holding local meetings in different sections of the State, or by members visiting each other for discussions on any trade conditions and operating problems that may be confronting them. An exchange of ideas will serve to assist the members in solving these difficulties, at the same time effecting a relationship between dealers that will result in a better and a finer loyalty toward the organization. Your president has attended many local grain meetings during the past year and I am confident they accomplish wonderful results. Why not try to have more of these meetings and larger attendance?

The Ass'n is just what the members make it. If the members will strive to conduct their business on a sound, honorable basis, and in a like manner support the organization in its activities, the Ass'n will have no difficulty in retaining its present prestige, and the creditable position it now occupies among the trade organizations of this great State.

"DAD" CUSTENBORDER, Sidney, secretary, read the minutes of the fall meeting at Columbus and of the December meeting held at Lima.

Mr. Custenborder related the results of their action taken at the fall meeting regarding a reduction of the tariff on clover seed. He found so much red tape attached to such a reduction that by the time this move was made the season would be over and the demand nil.

It appears that the Lima meeting in December was held for the discussion of corn borer inspection, infestations, etc., the lack of uniformity of inspection among corn borer inspectors seeming to have been directly responsible.

COL. GROCE, Circleville, was scheduled to render a memorial for departed members, however, a serious infection in his eye prevented, so Pres. Sayles read the following for him:

In Memoriam.

Two names have been added to the roll of "our absent brothers" during the past year and we all were grieved to hear of the sudden passing on of our secretary of the National Mutual Fire Insurance Company, Mr. C. A. McCotter, whose name was well known to all of the grain dealers of Ohio, and we sympathize with his family and the company he served so long and well, in the loss they have sustained.

He seemed in good health at the funeral services of our own secretary on April 29th and we were shocked to read of his sudden death at his home in Indianapolis on May 26th.

He was a good man, very much like our own Uncle Joe in appearance and manner, and his sudden taking away is a great loss to the grain dealers of our entire country.

"Leaves have their time to fall
And flowers to wither at the north wind's breath

And stars to set—but all
Thou hast all seasons for thine own, O Death."

This is the golden hour of recollection, the mystic roll call of those who will respond no more. They are gone and the places that have known them shall know them no more, but upon our tablets of love and memory their names shall endure forever.

Death loves a shining mark, a signal blow—and during the past year he has called two of our most prominent members to that mysterious realm from which no traveler returns.

Col. Ezra Lee Southworth was born in Geneva, N. Y., May 31, 1848, and died in Toledo, April 20th, 1927. He entered the grain business when only 21 years of age and became one of the most prominent members in the business. He held many positions of trust in the city of his adoption, where he numbered his friends by the thousand. He was a familiar figure at our annual meetings, and the "grand old man," as he was called, will be missed by all present today.

"Farewell, our friend—God give us strength
So when life's shadows reach that length
Where light grows dim, and time is done,
We, too, may say, we fought and won."

The passing on of our beloved secretary has left an aching void in the hearts of all the grain dealers in Ohio. Kind, gentle, genial "Uncle Joe" McCord laid down the burdens of life and passed to his reward at his home in Columbus, April 27th, 1927, and a gloom, like a dark shadow, fell upon us all. He was always kind and courteous to all who met him, and I do not think he had an enemy in the world. I often went to him with my troubles and always came away cheered, comforted and encouraged, and ready to take up again the battle of life that had looked to me so discouraging. No man did



Dealers Attending the Joint Meeting of the Ohio and the

more for the grain trade than he. He was instrumental in organizing our association in 1880 and was its secretary and treasurer for 40 years, with but little reward, except the satisfaction of helping his host of friends in the trade.

In 1901 he organized the Ohio Grain Dealers' Mutual Fire Insurance Ass'n and in 1902 he helped to organize the Grain Dealers' National Mutual Fire Insurance Co., and we all know the benefits derived and the money saved us by these two companies.

In 1905 he organized the Ohio Shippers Ass'n which has helped many of us recover just claims and unjust charges from the carriers.

He worked always for others with but little thought for himself, and the organizations he built up stand as a monument to his memory.

"Life's race well run
Life's work well done
Life's crown well won
And now at rest."

Following the reading of Col. Groce's beautiful tribute, the delegates stood with bowed heads for one minute in silent reverence for the departed.

TRACY HUBBARD, Lansing, Secretary of the Michigan Hay, Grain and Feed Ass'n, intervened to kindly express the appreciation of the hospitality of the Ohio Grain Dealers Ass'n and the Toledo Produce Exchange, at the same time inviting members thereof to join with them in the coming annual meeting to be held at Lansing, that the wholesome cordiality might in a measure be reciprocated.

SAM L. RICE, Metamora, on "The United States Chamber of Commerce," compared the address he had prepared to the southern gentlemen who had an inane desire for the largest steamboat-whistle in the world for his private craft. After rigging the thing up he found he didn't have enough steam to blow it.

Captains of industry comprise the membership of the United States Chamber of Commerce, who give of their time unstintingly for the benefit of all, who enlist the best brains and skill of the country that America may continue to prosper.

America's progress is due to efficiency and industry. Today the new era of business includes: interest in welfare, in health, in education; co-operation with labor; lack of class distinction; which may all be summed up as service to the other fellow. To sum up present day ideals of business men: So as righteousness exalteth nations let righteousness exalteth business; serve God by serving well our fellow man.

FRED E. POND, Buffalo, sec'y of the Buffalo Corn Exchange, recommended the Ohio Grain Dealers Ass'n authorize a communication to the New York Produce Exchange to sanction the acceptance of wheat and oats on export contracts, grain to be delivered Buffalo.

Speaking of grain inspection and politics in connection with pending legislation, Sec'y Pond remarked that every government facility trespassing on business fields is not satisfactory. Absolute government inspection means one inspection only, and that's what the Frazier bill will effect if passed. Eventually shippers would have no right of appeal.

E. H. BEER, JR., Baltimore, Md., extended the greetings of the Baltimore Chamber of

Commerce, as well as appreciation of the hospitality accorded the Baltimore delegation.

Coin Borer vs. Corn Borer.

"DAD" CUSTENBORDER offered a letter from Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, on the influences responsible for the ten-million dollar corn borer eradication appropriation. Mr. Cusenbolder found as the result of a thorough investigation that even though the Ohio and other farm bureaus were staunch supporters of corn borer control and legislation that really and truly strong industrial interests with infinite wealth behind them were back of the corn borer control movement.

Of the two evils, the corn borer and the coin borer, the former is the lesser. The corn borers sleeps nine months a year, while the coin borer never rests. The corn borer has been in the fertile fields of Europe for the past 400 years, and in Ohio for the past six. It has never become a serious menace of the corn belt and never will.

We have 280,000 known insects in existence today and probably as many unknown. Even though Ex-Sec'y Wallace is known to have said that the next war will be between man and insects, the corn borer can be eliminated by systematic plowing. There is no need for government aid and interference.

The corn borer will do but little damage this year to Ohio corn on account of the damp, cool weather, but these agitators and politicians are going to take all the credit for the reduced ravages of the pest.

L. R. WATTS, London, Chairman of the Auditing Com'te, reported all records were in admirable condition, and as a recommendation coming from the com'te suggested that one grain dealer member be selected in each county of the state to solicit and enlist new members for a bigger and more effective organization.

E. C. EIKENBERRY, Camden, Chairman of the Resolutions Com'te, presented the following:

Resolutions Adopted.

Whereas: There is no authority for the assumption that the shipment or transportation of clean, bulk shelled corn is now, or ever has been, a factor in spreading the corn borer menace, and

Whereas: The inspection of shelled corn on a farm track at, or in, country elevators, is a great annoyance to elevator managers and a needless expense, therefore be it

Resolved that we look with disfavor upon this useless burden on our taxpayers and request Secretary Jardine to rescind Quarantine Order No. 43 which requires the government inspection of bulk shelled corn at country elevators.

Inspection of Green Corn Condemned

Whereas: The ear corn worm which occasionally infests green corn—roasting ears—is not a new or dangerous crop pest.

Therefore, the inspection of green corn—roasting ears—on our public highways is not only a useless expense, but is very annoying to tourists.

Therefore, be it resolved that it is the sense of the members of the Ohio Grain Dealers' Ass'n—and any others present who care to voice their sentiments—that the order requiring said inspection be withdrawn. Be it further

Resolved that a copy of this resolution be forwarded to Director Truax.

Approve Joint Meeting; Thanks

In contemplation of the successful meeting of the association in conjunction with the Michigan Hay and Grain Dealers, your committee would recommend the approval of the action of our officers in arranging this joint meeting, which has revealed a common ground both of business interest and friendship.

We would also further recommend a vote of thanks to the members of the Toledo Board of Trade in general and to President Applegate, and the members of the various committees to whose efforts we owe the courtesy that has been shown us and the fine entertainment we have enjoyed.

Reverting to the corn borer problem, Mr. Eikenberry stated the corn borer could never be eradicated, but always controlled.

EDGAR THIERWECHTER, Oak Harbor, Vice-President of the Ohio Grain Dealers Ass'n, who has been an active member of the clean-up enforcement com'te of Ottawa County where they have more corn borer per square inch than in any place else in the state, took a stand against the ass'n removing its support and endorsement of the corn borer eradication campaign stating the farmers will not clean their farms by request, that force must be used, particularly since one uncleaned farm in a ten-mile radius will cause the entire area to become re-infested. Forceful measures seem essential to awaken the farmers.

"DAD" CUSTENBORDER recommended that Jim Reed's senatorial investigation com'te look into the motives of the backers of this movement to determine whether the entire campaign really isn't for the sole benefit of a few industrial combinations.

In his estimation the Department of Agriculture at present is as rotten as the Department of Interior was a few years ago.

MR. EIKENBERRY contributed a few more emphatic denunciations of government interference and control, which tend toward stagnation, etc.

CHARLES QUINN, Toledo, Sec'y Grain Dealers National Ass'n, reviewed the Frazier Bill and the reason for its being introduced. It appears some efficiency expert discovered the expenditures of the federal grain inspection department were not being repaid by income from department activities, so this measure is an attempt to make the department self-supporting by placing all grain inspection work in the hands of federal employes, which is quite in line with the program to force bureaucracy into rapidly increasing fields.

All in favor of sole federal grain inspection were requested to arise. No one stood up. An expression revealed that the audience preferred the present system of grain inspection.

With sentiment crystallizing the meeting proceeded to the election of officers.

OFFICERS for the coming year are: Phil C. Sayles, Columbus, President (re-elected); Edgar Thierwechter, Oak Harbor, Vice-President (re-elected); W. W. ("Bill") Cummings, Toledo, Secretary-Treasurer. Governing Board: E. O. Teegardin, Duvall; L. R. Watts, London; and Grover C. Cline, Ashville.

Therewith the convention adjourned *sine die*.



Michigan Grain Dealers Associations at Toledo, June 22-23, 1927.

Michigan Dealers' Session.

The Michigan Hay & Grain Ass'n session opened in room 1029 of the Waldorf hotel at 9:30 a. m. Wednesday, with Pres. E. Bueschlen, Unionville, Mich., in the chair.

President Bueschlen's Address.

This meeting ends the 26th annual convention of the Michigan Hay & Grain Ass'n. For the past several years our Ass'n has received invitations from our neighbor, the Ohio Grain Dealers Ass'n, to hold a joint meeting with them, but up until this year we have hesitated on account of the distance some of us would be compelled to travel, however, in these days of Lindberghs and Chamberlains distance means nothing. While some of us have come quite a distance, we have all enjoyed the convention and hospitality of the Ohio dealers.

On behalf of the Michigan Hay & Grain Ass'n I wish to thank Ohio grain dealers and the Toledo dealers for their splendid hospitality and good time they have shown us, and extend to them an invitation to meet with us next year.

An association is just what its members make it, and it is at all times worth the time and energy you spend to be part of an ass'n in your particular line of endeavor. If you are not a member you certainly are on the outside of what is really happening.

We are at all times anxious for new members. It has come to our attention in soliciting new members that so many of the grain and feed dealers of Michigan feel that inasmuch as they do not handle hay they do not care to belong to our ass'n, yet hay is only part of our organization, and on account of the objections we have received that it might be advisable to change the name of the ass'n to Michigan Grain, Feed & Hay Dealers Ass'n, which would enlarge our field for new membership.

In the past year we had outlined a membership campaign divided into groups or sections, but owing to the adverse condition of the bean crop, many of our members were too busy at home to be able to devote much time to the campaign.

It has been some time since we have published a directory of Grain, Hay and Feed Dealers. It might be advisable to publish a new up-to-date directory. This would give your membership committee a good list of prospective dealers to solicit.

Last year we had outlined a series of group meetings, and where they were held a great deal of good was derived. The more we get together the more we know each other, and usually find our competitors as human as we are ourselves. There is nothing so beneficial in establishing faith and confidence in each other as frequent personal contact of a social nature.

I would suggest that these district or group meetings be continued this coming season, especially as the new crops commence to move to market.

Secretary Hubbard's Report.

The twelve months just concluded which cover our fiscal year have been full of trials and tribulations for every elevator operator and hay shipper in Michigan. The excessive amount of rainy weather which we had during the months of September, October and November last, not only badly damaged the grain and bean crops but also made the third crop of alfalfa in our state unfit for commercial use. Thousands of tons of straw in stacks threshed before the rainy period were so badly damaged as to make same unfit for baling. On account of these conditions the problems and expenses of the elevator operators were materially increased in their effort to handle the grain and bean crops with as small a loss as possible for the producer, and at the same time prevent taking a loss themselves. These conditions necessitated the close attention of every man to his business, consequently your officers did not receive from the members of our Ass'n the past year as liberal co-operation in some branches of the work of the organization as it has other years. We have, however, been on the job every day to protect the interests of our members and some good things have been accomplished, while others are pending, and their benefit will be realized later.

Stopover Privilege.—Under date of May 5, the railroads of the Central Freight Ass'n territory, together with those in the Western Trunk Line District and the Illinois Freight Ass'n, issued a notice covering a proposal on the part of the carriers in these three districts to cancel provisions in tariffs, under which shipments are stopped in transit to complete loading or partially unload, except live poultry and dairy products stopped to finish loading. Chicago was selected as the place for holding a public hearing on the subject and the date selected May 19. We were preparing to send the chairman of our Transportation Com'te to attend the hearing and protest the cancellation of the stop-off privilege when we received another notice that the hearing had been postponed until July 1.

We therefore filed a written protest with Chairman Morris of the Central Freight Ass'n, as did various other organizations, including the National Industrial Traffic League, and on June 6 received a joint notice from the chairman of the three com'tes above referred to that "this subject is hereby postponed to a date which will be announced later." Altho it will not be necessary to give this subject further consideration, for the present at least, I feel justified in discussing it briefly.

With a few exceptions, as given in Pennsylvania I. C. C. F-2037, item No. 110, on page 5, stopping cars in transit to complete loading and partially unload, is practically a wide-open practice in Central Freight Ass'n Territory, which includes Michigan, if the above tariff is fairly representative of the tariffs of other lines, and I presume that it is. In Western Trunk Line and Illinois Freight Ass'n territories the practice is much more restricted, being limited to a comparatively small number of commodities.

The service which is now proposed to withdraw has been reviewed by the Interstate Commerce Commission, and in a decision in I. & S. Docket No. 549, reported in 36 I. C. C., on page 130, the subject is discussed at considerable length, and an order was entered requiring the cancellation of the suspended tariffs which sought to cancel this service. I quote from the opinion of the Commission on page 133:

"The practice of stopping cars in transit for partial loading or unloading was established when the country was sparsely settled, the volume of traffic relatively light, and service infrequent and uncertain. This stop-over service was first extended to building materials and agricultural implements to encourage settlement and tillage of the soil. As time went on it was extended to other articles until today more than forty commodities are included in the tariffs defining the operation of the practice. The respondents contend that the service is no longer a necessity and point to the fact that the carload is the common transportation unit, and that both the carload and less-than-carload services are comparatively regular and frequent.

"Reports from representative carriers were offered by the respondents to show that but a small percentage of the total carload traffic was stopped in transit under the rules under dispute. The protestants challenge the accuracy of these reports, and submit counter exhibits showing a greater number of cars and a larger percentage of the total carload movement of selected commodities stopped in transit."

It was contended by the carriers that the practice produces discrimination, and upon that point the Commission said:

"Carload rates have a tendency to localize distribution, while the stopover privilege tends to engender wholesome competition. The cancellation of the practice would increase rather than decrease discrimination.

"The respondents also contend that it is impossible to police the stopover practice, but the record contains no positive evidence that there has been any improper manipulation thereof.

"This stopover service is not without its advantages to the carriers; it causes to be moved in carload shipments commodities that would otherwise move in less-than-carload quantities in the regular merchandise service; and it is claimed by the carriers generally that the less-than-carload business yields less profit than carload traffic, particularly insofar as the loading and unloading in one instance is done by the carrier, in the other by the shipper or receiver."

The Commission cites and quotes from the Western Classification Case, 25 I. C. C. 442, 471, and the mixed carload shipments of lime, cement and plaster case, 34 I. C. C. 124 in which it discussed and approved mixed carload ratings and recommended their extension, and its comment in the case under discussion was that:

"Every argument in favor of the extension of

mixed carload ratings supports the stopover service."

And it added further:

"What the Commission has heretofore said in favor of transit and reconsignment applies in a large measure to the stop-over service," and it found that the carriers had not justified the proposed elimination of that service.

There is, I am advised, a decided difference of opinion among the carriers themselves on the subject under discussion. Some of them at least concede that it is not probable that they would be permitted to cancel this service upon agricultural implements, binding twine, live poultry, wool, butter, cheese and eggs, and possibly some other commodities which relate themselves directly to agriculture. I gather that what is really desired is not so much the cancellation of the service in its entirety (except upon live poultry and dairy products) as a restriction of the service, more particularly in Central Freight Ass'n Territory, to avoid the conflict which results from Central Freight Ass'n lines coming in competition with the Western Lines in Illinois Freight Ass'n territory, where the number of commodities upon which this service is permitted is much more restricted than in Central Freight Ass'n territory, and which results in a good deal of dissatisfaction.

Membership. When I rendered my report at our last annual convention our membership was 141. During the past twelve months we have not made as good a showing in increasing our membership as we did the year previous, on account of the serious conditions under which elevator operators and hay shippers have had to do business the past season. We, however, I am glad to say, have about held our own. We have taken in 8 new members of which the Huron Grain & Bean Co. secured 1, Gus Morotzke 1 and your secretary 6. We have lost 9 of our old members; 6 resigned on account of business conditions and 3 went out of business; consequently our membership as of June 15 stood at 140, of which number 9 are still owing for dues for the past fiscal year. On account of the bad luck which some of the delinquents had the past year your officers and directors felt disposed to give them an extension of time until the new crops start moving in which to settle their accounts.

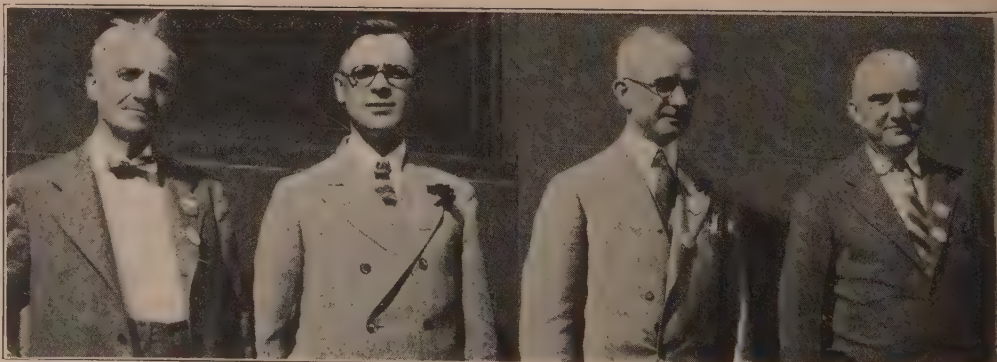
District Meetings.—We hope during the next twelve months to hold at least four such meetings in different parts of our state.

Ass'n Service.—The Information Bureau which I have established for the benefit of our members supplied those who have taken advantage of this part of our service, with financial and reputation ratings of prospective customers, names reliable firms to handle rejected cars of grain and hay which were on demurrage in some Eastern or Southern city.

We are still compiling a list of undesirable traders in grain and hay; that is, dealers who have been found by our members to use unethical tactics in the conduct of our business. Our revised list mailed our members last September contained 177 names, and the next one you will receive about Sept. 1 will contain a greater number. Don't fail to advise your Sec'y full details of any experiences you may have had with such people, as by so doing you can prevent losses for other members. During the past year our present list has proven its worth many times to members who have phoned your Sec'y for information regarding the reputation of prospective customers before attempting to do business with them. The cost of a telephone message is small when compared with losses that might be sustained by taking a chance.

SEC'-TREAS. T. J. HUBBARD, Lansing, gave the annual report of the treas. It showed the Ass'n in good financial condition.

PRES. BUESCHLEN proposed four changes in the by-laws of the organization. These were approved by unanimous vote. They follow:



Ex-Secretary E. T. Custenborder, President Phil C. Sayles, E. E. McConnell and Fred E. Pond.

Amendments to By-Laws.

Article 1. The name of this Ass'n shall be the Michigan Hay & Grain Ass'n.

Changed to:

The name of this Ass'n shall be the Michigan Grain, Feed & Hay Dealers Ass'n.

Article 3, paragraph 3. The Ass'n shall pay the necessary expenses of the President in attending its conventions.

Changed to:

The Ass'n shall pay the necessary expenses of the President in attending its conventions, meetings of Board of Directors, or any special meetings called on matters affecting the interests of the Ass'n members.

Article 6, second paragraph. It shall be the duty of the Directorate to hold at least two meetings annually, the first of which shall be held within thirty days after the adjournment of the annual convention; the second within a period of six months thereafter.

Changed to:

It shall be the duty of the Directorate to hold at least two meetings annually, the first of which shall be held within thirty days after the adjournment of the annual convention, the second within the six months preceding the next annual convention, as called by the President. The Ass'n shall pay the necessary expenses of each Director attending such meetings when held on any date other than the day preceding or during the annual convention of the Ass'n.

Article 13, Section 2. Insert the following paragraph to be known as paragraph 2 of Section 2, Article 13:

After the signing of the arbitration agreement by both parties to the controversy, they shall be each allowed thirty days from the date of the agreement in which to file with the secretary of the Ass'n the necessary documentary evidence in support of their side of the case. At the end of the thirty-day period, whether or not all necessary papers have been furnished by both plaintiff and defendant in the case, the secretary shall deliver to the chairman of the Arbitration Com'te such papers as he has received, and the award made by the com'te shall be final.

A discussion of the proposed consolidation of the Ohio, Michigan and Indiana Ass'ns brought out disapproving sentiment. It was decided to drop the proposal, inasmuch as all problems of the grain trade in the three states are not the same.

The Auditing Com'te, composed of G. E. Marotzke and John Orr, announced the report of the treas. as correct. Report adopted.

The Nominating Com'te, composed of

Messrs. Gleason, Osmer, Gates, White and Whipple, offered the following officers and directors:

Pres. W. J. Biles, Saginaw; 1st Vice-Pres., G. M. Rowell, Yale; 2nd Vice-Pres., John McAllister Bancroft; Secy.-Treas., T. J. Hubbard, Lansing; Directors for 2 years, H. E. Gates, Jackson, and L. E. Marshall, Lansing; Director for one year, E. Bueschlen, Unionville. All were unanimously elected.

The Resolution Com'te composed of Mr. Sheffield, Harry Northway and L. E. Marshall, offered a resolution expressing appreciation to the Toledo Produce Exchange and the Ohio Ass'n; and inviting the Ohio Ass'n to meet with them in Michigan next year.

Adjourned *sine die*.

Convention Notes.

FORT WAYNE sent C. G. Egly.

INDIANAPOLIS sent Fred W. Camper.

CLEVELAND sent affable J. C. Johnstone.

APPROXIMATELY 300 dealers were in attendance.

DETROIT'S lone navigator, was the Hon. John L. Dexter.

CINCINNATI sent their Executive Secretary, D. J. Schuh.

FROM CHICAGO came H. S. Button, Geo. W. Gunn and J. P. Patterson.

MECHANICAL pencils were passed around to the many friends of C. A. King & Co.

CARNATIONS and pencils were distributed with the compliments of Southworth & Co.

BLOTTERS were distributed with the compliments of J. A. A. Geidel of Pittsburgh.

COLUMBUS was represented by Pres. Phil C. Sayles and wife, W. S. Cook and M. R. Maney.

ONE INDIANA shipper was in attendance in the person of no other than A. E. Kelley of Ligonier.

HANDY NOTE BOOKS were bestowed upon the fortunate recipients by the Toledo Grain & Mfg. Co.

A JAY-BEE hammer mill was displayed on

the floor of the convention room for the inspection of interested delegates.

PENCILS were distributed by the McConnell Grain Corporation of Buffalo, and White Brothers of Scotts, Michigan.

THE PITTSBURGH delegates were: J. A. A. Geidel, Mr. and Mrs. Roy V. Harper, Geo. E. Rogers, and George E. Reis.

THE BALTIMORE delegation collaborated in attending their exhibit showing how well Baltimore serves the grain trade.

SIDNEY'S contribution to the success of the meet was E. T. and J. C. Cusenborder, and "Joe" M. Bell of Bauer Bros. Co.

"SERVICE," the watchword of the East Side Iron Elevator Co., was also the title of a clever comic strip circulated among delegates.

CHARLESTON, W. Va., has the honor and distinction of the sole representative from Southeast of the Blue Ridge in A. H. Lea.

FROM BUFFALO came: Fred E. Pond, Sec'y Buffalo Corn Exchange; George B. Wood, E. E. McConnell, C. B. Weydman and W. L. Stephens.

LANSING sent over a representative delegation, however, it arrived too late and left too soon to provide an opportunity for all who wished to meet it.

CIGARETTES and cigars of the various popular brands were distributed after the banquet with the good wishes of the Toledo Produce Exchange.

CONTINUOUS MARKET QUOTATIONS were furnished in the lobby of the Waldorf Hotel through the thoughtfulness of J. F. Zahm & Co.

"KENT" KEILHOLTZ celebrated his birthday the day after the adjournment of the convention. Next year the two dates will coincide, so the boys all plan to be his hosts at that time.

MYSTIC numbered buttons were circulated by J. F. Zahm & Co. Prizes were awarded for finding the corresponding number on the button of another's lapel. Diogenes searched no less diligently.

THE MACHINERY TRADE was presented by W. B. Sutton of the Huntley Mfg. Co., of Brocton, N. Y.; "Joe" M. Bell, Bauer Bros. Co., Sidney, and a representative of the J. B. Sedberry Co.

FORTY-TWO LADIES turned out on the afternoon of the first convention day to be royally entertained at the Temple theater through the endless courtesy of the Toledo Produce Exchange.

EDGAR THIERWECHTER of Oak Harbor didn't let an infected foot keep him away from the meeting, and as usual showed the old fighting spirit and pep. He hopes to cast aside his crutches in another week.

BILL CUMMINGS and Fred Mayer are entitled to considerable credit for putting on such excellent entertainment, not to mention their adaptability in handling over a hundred more plates than were originally reserved.

REGISTRATION was in charge of H. F. DeLand, H. G. Pyle and L. S. Rice of the Grain Dealers National Fire Insurance Co. The attractive badges distributed commemorate the twenty-fifth anniversary of this company.

THE INSURANCE FIELD was ably represented by V. E. Butler, H. F. DeLand, H. G. Pyle and L. S. Rice, of the Grain Dealers National Mutual Fire Insurance Co., and C. O. Garver and Leroy Neal of the Millers National Ins. Co.

THE NEW YORK delegation consisted of: Jos. A. Abel, The Abel-Whitman Co., Inc.; J. A. Ludlow; A. P. Jackson, and a few other busy-bodies who just couldn't find time to register. T. W. Kane of Jersey City strengthened the number from this metropolis.

THE BALTIMORE representatives were: E. H. and E. H. Beer, Jr., of E. H. Beer & Co., Inc.; David H. Larkin, Chief Grain Inspector, Chamber of Commerce; O. M. Gib-



Above from Michigan came Secretary T. J. Hubbard, L. M. Swift, President E. Bueschlen, Harry Northway, Harry Northway, Jr., C. A. Miller, W. J. Orr and G. R. Marotzke. Below from Ohio: Secretary-Treasurer W. W. Cummings, President Phil C. Sayles, Directors L. R. Watts and E. O. Teegardin and Vice-President Edgar Thierwechter.

son; C. E. Wood, Superintendent of Elevators, B. & O. R. R. Co.; E. C. Wight; J. A. Manger; and George E. Morrison.

"MY OHIO" and "Michigan, My Michigan," two well-known state songs, challenged one another for supremacy at the banquet. Fred Mayer insisted on repeating the tune of his state to make up for its brevity in comparison with that of the state of Michigan, however, the sight of food disrupted the contest.

FRED MAYER'S sprained ankle forced him to remain at home several days previous to the opening date of the convention. Speculation ran high as to his activities while resting his ankle, and while it was not definitely proven that he was practicing on his liter of harmonicas all bets were paid on that basis. Mr. Mayer distributed Zahm's "Red Letters."

THE TOLEDO HOSTS AND HOST-ESSES registered were: Mr. and Mrs. Fred Mayer, J. H. Zahm & Co.; Archy Gassaway, sec'y Toledo Produce Exchange; O. W. Randolph, of the O. W. Randolph Grain Drier Co.; "Kent" Keilholtz, Southworth & Co.; Raymond P. Lipe, L. J. Shuster and wife, A. A. Cunnenow and wife, George A. Bailey, and R. J. Wendt, all of C. A. King & Co.; Mr. and Mrs. W. W. "Bill" Cummings, J. H. Zahm & Co.; H. E. Thatcher, Hocking Valley Ry.; A. B. Caple; J. D. Hurlbut; R. B. Wick; Chas. Coughlin; G. E. Husted; H. R. and R. T. DeVore, of H. W. DeVore & Co.; H. Wallace Applegate and Mark Mennell of Mennell Milling Co.; Mr. and Mrs. "Joe" A. Streicher, J. H. Zahm & Co.; W. A. Boardman of East Side Iron Elevator Co.; W. L. Behr; A. B. Carney; Henry, Harry and Seymour Hirsch, J. C. Olinger, J. Staadecker, of Henry Hirsch & Sons; John and J. F. Wickenhiser of John Wickenhiser & Co.; S. M. Bender, Southworth & Co.; R. H. Blanchard; "Woody" of Rosenbaum Brothers; P. M. Barnes; A. T. Ducia; R. S. Burge; M. P. Head; John Luscombe and H. F. Nesper, Southworth & Co.; George C. Eicher of Sheets Elvtr. Co.; L. M. Burlingame; F. R. Moorman; Ben Hofner of Lamson Bros. & Co.; J. D. Anderson, Hocking Valley Ry.; H. C. Ostrander; N. J. Leake; John Redding, Wabash Ry.; I. J. Brundige; "Joe" Doering, Southworth & Co.; C. L. Cannon, Grain Supervisor; E. Philipps; Elmer Nelson; Walter Stone; C. F. Kieser, Kieser Milling Co.; H. Anderson, The National Milling Co.; and Leroy Blue.

MICHIGAN delegates included: Mr. and Mrs. Harry Northway of Owosso; L. A. White and wife and daughter, and C. A. Miller, Adrian; B. J. Liedel, Maybee; W. J. Biles, Saginaw; H. D. Gates and Geo. H. Whipple, Jackson; J. Bredernitz, Saline; Mr. and Mrs. Harley Mitchell, Horton; Pres. E. H. Bueschlen, Unionville; H. R. White and wife and son, Miss Burnace Myers, Mrs. F. Bogard, Scotts; Guy M. Rowell, Yale; E. W. Gleason, Emmett; Mrs. C. H. Clayton, Lake; Gus Martotza, Sebawaing; Tracy J. Hubbard and L. E. Marshall, Lansing; M. C. McMahon, Deerfield, and A. H. Osgood, Morenci. A large number of Michigan dealers also drove in for the banquet Wednesday evening.

Some Ohio delegates included: G. H. Smith, Hoytville; O. J. Nieker, Upper Sandusky; D. E. Maxwell, Kirby; J. V. Dirk, Weston; Paul Dudgeon, and C. M. Bayman, Rockford; Geo. G. Emmerich, Haskins; Mr. and Mrs. S. B. Palmer, New London; H. Grover, Hicksville; H. G. Dehring, Genoa; Edgar Thierwechter and E. J. Burkett, Oak Harbor; C. M. Crum, Bellevue; F. Kaibach, North Baltimore; A. W. Roehrig, Defiance.

Sam and Mrs. Rice, Metamora; J. E. Kaffinberger, Bucyrus; W. M. Jackson, Holgate; Eli T. Dickey, Jos. F. Ackerman and A. Ringlein, Lima; A. J. Hornung, New Bavaria; L. W. Dewey, Blanchester; Jos. W. Tulloss, Howard; W. S. Brickler, Payne; Ed. G. Odenweller, Ottoville; R. C. Calvelage, Fort Jennings; C. H. Shuler, Sugar Ridge; C. O. Wise and wife, Bellevue; Charles B. Krohn, Deshler; C. A. Meyer, Fremont.

C. S. Latshaw, Defiance; L. J. Bean, Painesville; A. W. Noah, Berea; L. R. Forsyth, Wayne; E. M. Stults, Massillon; Asa Workman, Mt. Vernon; O. E. Richardson, Celina; Chas. C. Shrontz, Gambier; Lawrence Amstutz, Pandora; E. L. Diller, Bluffton; W. H. Pickard,

Bowling Green; D. W. Mahaffey, Morral; L. R. Watts, London; Grover C. Cline, Ashville; Frank Selover, Uniopolis; Paul Hance, Tippecanoe City; Ed. Fauble, Swanton; A. Felterman, Delta.

E. C. Eikenberry, Camden; H. G. Pollock, Middle Point; J. K. Pollock, Venedocia; W. G. Guscott, Olmsted Falls; J. F. Veigel, Napoleon; A. C. Aungst, Archbold; H. H. Warneke, Nami; W. H. Hochstetler, Findlay; J. A. Rupp, Elmira; F. H. Ryer and G. I. Johnson, Lindsey; L. J. Cook, Monroeville; Samuel Jeffery, Milan; Fred A. Abbott, Bluffton; H. W. Updike, Fredericktown; C. A. Heigel and wife, L. S. Shomaker and wife and daughter, Leipsic; N. G. Bennett and B. B. Brumley, McComb.

E. A. Grubbs and wife, Greenville; C. W. Clark, Tiffin; C. L. Bowman, Mount Blanchard; Calvin Amstutz and J. Kempf, Pandora; Clyde M. Rudy and wife, Bellevue; L. G. Bradstock, Wellington; H. E. Warburton, B. & O., Dayton; W. C., W. F. Ruetz and wife and junior, Okolona; H. C. Patzer, Grove City; J. R. North, Groveport; S. E. Swope, Canal Winchester; A. McDougall, Plymouth; E. A. Spurrier, Marysville; A. H. Raabe, Fort Jennings; P. B. Hipp and wife, Haskins; A. T. Ward and wife, Fostoria.

Henry L. Goemann, Traffic Commissioner Grain Dealers National Ass'n, Mansfield; Del J. Lloyd, Waterville; E. O. Teegardin, Duval; A. M. Daugherty, Derby; J. B. Hill, Orient; J. G. Stimmel, Payne.

J. H. Motz, Brice; W. E. Hall, Ashville; Charles T. Pierce, Van Wert; C. S. Young and Eugene Pierce, Bowling Green; C. C. Schafer, McClure; A. L. Elliott, Stony Ridge; Arthur Auxter, R. B. Ryer, and Louis Schneider, Lindsey; G. W. Ebersole and Fred J. Rockwell, North Baltimore; and from Troy came Jesse Lewis, Chas. and Geo. H. Rehmer, and Jno. K. Martin, and H. G. Pyle of the Grain Dealers National Mutual Fire Insurance Co.

Colorado Grain Men to Meet.

The semi-annual "good-fellowship" meeting of the Colorado Grain Dealers Ass'n will be held at the Sidney Country Club, Sidney, Neb., Sunday, June 26. Those arriving Saturday will be entertained with dances and free tickets to the theaters. Sunday morning will be given over to golf and at noon the Nebraska-Colorado Grain Co. of Sidney will give a rainbow trout dinner to the visitors.

Acreage planted to cotton in the United States increased from 30,000,000 in 1921 to 47,000,000 in 1926.

Concrete Elevator at New Berlin.

Fire completely destroyed the old frame elevator of the Farmers Grain Co. on the Wabash railroad at New Berlin, Ill., Nov. 30, 1925. Plans were immediately started for rebuilding, and the new elevator was completed in time for the 1926 crop.

The new 40,000 bu. elevator is of reinforced concrete. It has 4 cylindrical tanks adjoining with capacity for 6,000 bus. each, and 5 intake bins with capacity for 1,500 bus. each. Each tank is 60 ft. high. The storage bins are surmounted by a two-story cylindrical cupola 24 ft. in diameter. The elevator rises 96 ft. above the ground.

The driveway is of wood, built against the south side of the elevator and extending for 36 ft. to cover 4 dumps. Had this driveway been constructed of iron the fire hazard would be much less. Two dumps are log dumps, the others are Kewanee air lifts. Drag chains carry the dumped grain to the boots of either or both legs, which deliver it to the bins, or to the machinery on the working floor. Each leg is fitted with an individual Fairbanks Morse, inclosed ventilating electric motor. One leg handling 2,500 bus. per hour, is operated with 15 h.p. and the other with 10 h.p. The house is equipped with a Western Cleaner.

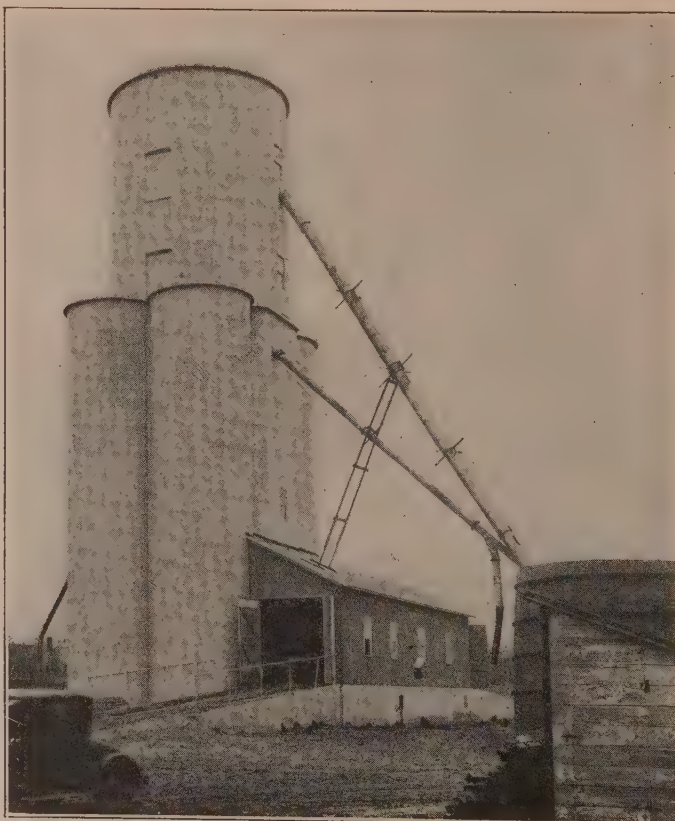
A 25 h.p. electric motor in the waterproofed basement drives a Western sheller and pulls the drag chains. A 1½ h.p. motor is used to maintain pressure in the air tank operating the air lifts.

A 10 bu. Richardson automatic hopper scale weighs all outgoing grain.

The plant is capable of handling 10 carloads of grain daily. W. E. Munson is manager. Among the sidelines he handles is fencing, tile, steel posts, coal and seeds.

B/L Forgers are not all dead, and receivers who may have forgotten past crimes should be on their guard.

SELLING feed to farmers on a year's time is a practice that grain dealers can abandon profitably in favor of not more than 30 days' credit or a note good enough to be acceptable to the bank.



40,000-bu. Concrete Elevator at New Berlin, Ill.

Farmers' Troubles Exaggerated

From address by Jas. P. Goodrich, former governor of Indiana, before National Foreign Trade Convention at Detroit, Mich.

I care not what they say, I know from my experience in my own county, an agricultural county in Indiana, that hundreds of farmers in the county are not only making a living, but accumulating a surplus and those in debt are liquidating their debts. Our bank deposits have doubled within the past ten years and at the last report showed \$4,866,988.46 of deposits, nearly \$1,000,000 in excess of the peak of 1919 and 1920.

The condition of the farmers of Randolph county is illustrated by a letter from Oren Ross, the leading auctioneer, who cries about all the sales of live stock in our county, from which I quote:

"I have been crying public sales since 1907 and the change in conditions has been very noticeable. The greatest number of sales were during the war period, as people were selling farms at high prices and moving out. The average credits given were 6 to 9 months, and notes given at from 50 to 60 per cent of the gross sales.

"Since 1924 I have sold from four to five hundred thousand dollars each year. From 80 to 90 per cent and often more pay cash, and I have cried many sales where less than 10 per cent of the total sale was represented by notes. The farmers of Randolph county are paying cash for what they buy."

Feeders Prosperous.—For the year ending July 1, 1926, we sold out of that county four and a half million dollars worth of cattle, hogs, and sheep; \$965,000 of poultry and eggs, and \$615,000 of butter and butter fat and but \$150,000 of corn. I am acquainted with one farmer's wife in Randolph county who a few days ago told me with great pride she had sold \$1,015 worth of poultry products from the farm in 1926, and expected to increase her sales this year, while her husband operates an 80-acre farm. Hard times will never come to that family. We must at times go behind the statistics to get the real truth of the situation, for statistics do not always reveal the whole truth, too often are prepared to establish certain preconceived ideas.

The agriculture census for the year 1925 prepared by the government shows the total aggregate value of all live stock and poultry in Randolph county, Indiana, on Jan. 1, 1925, to be \$2,843,908. After deducting the value of horses, mules and poultry, the total value of cattle, swine and sheep in that county was \$1,691,864, yet during the year 1925 one single firm, the Winchester Union Stock Yards, shipped out of Randolph county a total of \$2,871,260 of cattle, swine and sheep. It is perfectly clear that this report did not show one-half the actual market value of the wealth of our farmers.

The Winchester Union Stock Yards Company in 1926 shipped direct to the packers out of our county \$3,265,860 of live stock bringing the farmer and packer in direct contact, at a gross charge to the farmer of less than 1 per cent of the amount paid by the packer. The company will furnish any farmer, owner or tenant, live stock to feed, delivering the stock at the then market price and when fed out repurchase them at the market.

In almost every instance this has enabled

our farmers to realize from \$1.20 to \$1.50 per bushel for his corn.

Conditions in Iowa.—It has been a long time since I spent a part of a summer on a farm in the Skunk River Valley near Mt. Pleasant, Iowa. From the stories that come from that great state one might think that Iowa farmers were bankrupt, her banks all broken, her farms deserted, all because corn, the largest product of the Iowa farmer, was only 50 cents a bushel and nothing but price fixing by Congressional action would save Iowa from utter destruction.

Iowa Farmers' Large Cash Income.—Isn't it time that some loyal son of Iowa was calling attention to the fact that the per capita wealth of Iowa in 1926 was \$3,539, nearly double the average of the United States.

That the farm cash income last year was \$718,000,000, an average of \$2,821 for each family. That only 8½ per cent of this was from corn. That her poultry products amounted to double and her dairy products to nearly four times the value of her corn sold. That her farmers marketed in 1926, 10,702,000 hogs, 1,899,000 cattle, 862,000 sheep, 289,000 calves and 32,000,000 poultry, to produce which she fed 400,000,000 bushels of corn, at a net return of much over \$1 a bushel. That the value of the poultry and dairy products alone for last year was \$204,477,000. That her loans from Federal banks have decreased from \$98,636,000 on December 11, 1920, to \$6,794,000 on February 17, 1927. That her loans from War Finance Corporation had decreased from \$24,000,000 on May 1, 1922, to only \$22,000 on January 1, 1927. That the deposit in her 1,427 banks and trust companies on December 31 last was \$881,065,915.76, as against \$442,110,916.96 on December 21, 1914.

Grain Sack Market Corner Causes Excitement.

Discovery of an air-tight "corner" on the grain sack market was responsible for considerable tenseness on the San Francisco Grain Exchange on June 1.

The forenoon saw an exchange of 100,000 sacks at 14¼c, as against the previous close of 12½c.

The afternoon wrought havoc with sack prices, a bulk of the total of 750,000 sack sold that day going at 20c, to which peak the market arose.

Delivery may be demanded any time during June, on contracts made for delivery in that month. Usually, however, farmers seldom take delivery before the middle of the month.

In this instance all available contracts and warehouse receipts in the country were brought up and delivery demanded June 1. Many counting on later deliveries were naturally forced into the open market, where their purchases were made at the mercy of the sellers.

Another argument for bulk handling.

No man who has any real interest in the grain business can afford to permit himself to get rusty. Reading the trade's progressive journals keeps the thoughtful dealer up to snuff.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Elevator for Small Grain.

An elevator especially adapted for the North Dakota territory has been erected at Nekoma on the Soo Line in the northeastern part of the state for the Farmers Co-operative Co.

The substantial character of this new house will be understood when it is considered that the foundation is a reinforced concrete slab 15 inches thick and that the walls are cribbed.

The building is 30x35 ft. on the ground, cribbed 50 ft. in height, with 16 bins, having 30,000 bus. capacity. The 8 outer large bins extend down to the main floor, the central bins stopping at the work room ceiling. The cupola is 28 ft. higher than the cribbing, and 30x14 ft. containing two floors. The drive way is 12 ft. wide, its floor covered with 2-inch ship-lap, in addition to the 2-inch planks, to increase the durability. Beyond the driveway is a building, divided into testing room next the driveway containing the scale beam; and office and engine room, this building being 26x18 ft. It contains a 20-h.p. Fairbanks-Morse Gasoline Engine, with belt drive under driveway.

The driveway contains a truck dump with air lift and 10-ton Fairbanks Truck Scale. Under the truck dump is one pit and on the opposite side of the leg, under the house are two pits to serve the cleaning machine. The clearance in the basement gives a man ample head room.

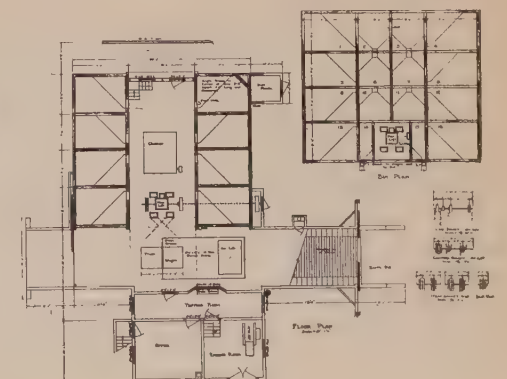
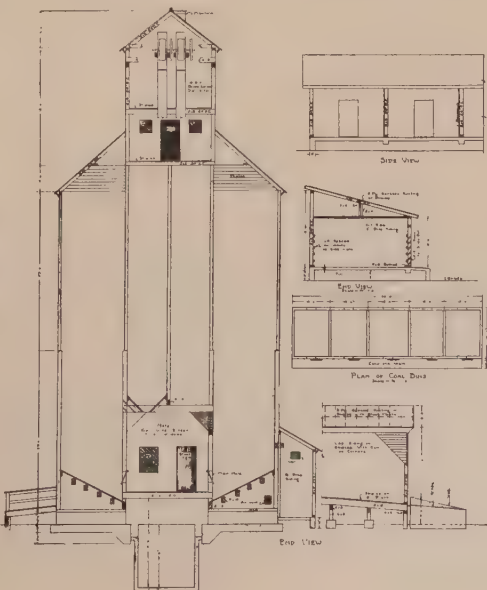
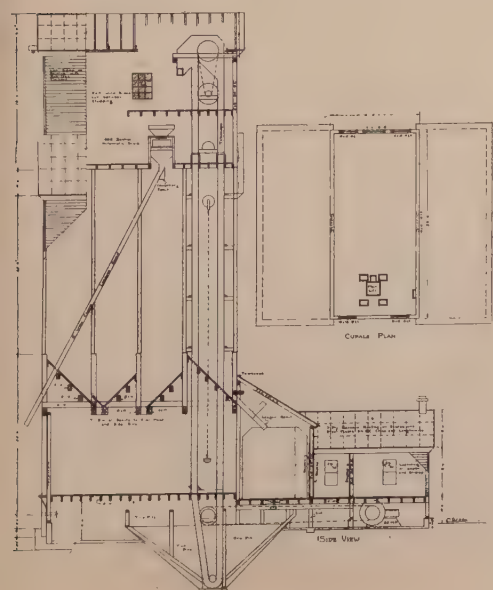
The two elevator legs have a Double Distributor and are rope driven from the basement countershaft to cupola line shaft, from which the drive to head shaft is by sprocket and chain. The cleaner on the work floor is belt driven from basement countershaft. Two of the smaller bins next the elevator legs spout to wagon or to pit. From the 2,000-bu. Richardson Automatic Scale in the cupola grain is loaded into cars by an 8-inch spout of well casing. A manlift between the up and the down leg casings gives access to the cupola.

Outside the elevator at one corner is a dust house, 6x6 ft. Along the track are 6 coal bins each 12x16 ft., with a concrete walk at the doors.

The building is covered with lap siding painted two coats, with galvanized lap-siding corners. The roof is covered with 3-ply roofing, heavy grade, on ship-lap, with an extra amount of steel cleats to hold it in place. The plant was designed and erected by the Younglove Engineering Co.

The ever-increasing westward movement of diversified agriculture is compelling old-time grain men, who used to depend upon wheat alone, to put in side-lines.

A tendency is constantly growing in the corn belt to market corn on the hoof. Greater cognizance of properly balanced rations to accomplish the desired purpose is leading to more mixing. In some districts this is reflected in growing sales of commercial feeds. In others the local attrition or hammer mill is being swamped with custom grinding business. Either way it is a turn for the better.



Plans of Cupola, Coal Bins, Side View and End View of Farmers Elevator Co.'s Plant at Nekoma, N. D.

Ground and Bin Plan

Miami Valley Dealers Will Buy on Grade

The twenty-ninth annual meeting of the Miami Valley Grain Dealers Ass'n was picturesquely staged in a quiet hollow of the bounding countryside around Sidney, Ohio. Those about town call it the Sidney Country Club.

The business meeting, starting at two on the afternoon of June 10th, witnessed a gathering of four-score shippers and half again as many of their wives. The wives, however, were whisked away to tour the many interesting sites about Sidney.

TRACK BUYERS, machinery and insurance men, and press reporters, swelled the figure to another dozen. Before the day was out 186 had registered, and surely as many more wished they also had enjoyed the succession of interesting and entertaining features of the well-prepared program.

J. W. SIMONS of Sidney presided over the business session.

E. T. CUSTENBORDER, Sidney, the capable secretary of this group, started the ball rolling, outlining the improvements wrought in grain trade methods and conditions since the first meeting of the organization and lamenting the loss of brother grain dealers unable to keep step with the times as exemplified by the Miami Valley Grain Dealers Ass'n and its motto—"Uniform Prices—Uniform Practices—Equitable Margins."

STORAGE, a thing of the past among alert Ohio elevator operators, was touched on, and a sympathetic word expressed for the ruinous practice as it is still known to exist in parts of the barbaric west.

Buy Grain on Same Grade Sold?

To start the discussion, Sec'y Custenborder put forth the question, "Do you buy grain on the same grades by which you sell it?"

GEORGE E. STEPHENSON, Rosewood: We always try to buy on grade we sell for. Sometimes grain from outside our territory tempts a little higher grade than it deserves, but not very often as such a ruinous practice amounts to cheating one's self and is a losing proposition.

FRED G. SHAFER, New Bremen: We always try to buy on grade alone, and *not mix personal feelings* into business transactions.

PRES. J. M. ADLARD, Lockington (Piqua, p. o.): I buy on grade alone. Giving farmers more for their grain than it is worth is a *vicious practice*, the human nature considered.

W. C. MOTE, Laura: I buy grain only for what it's worth. Your farmer patrons know if their grain if off-grade stuff, so if we pay them more for it than it is worth they play us for *suckers*, so we lose by being a "good fellow" to them.

W. B. MOON, a farmer of Conover: I believe grain elevator operators should buy grain only for what it is. *Why be "bait"?*

J. R. HELMAN, Bloomer: Before this year I have not been bothered with overbidding on corn and oats, but we are having difficulty this year, especially on damaged corn. Heretofore we had always bought corn and wheat on test weight and oats by the color test, but it's been a bad year to buy corn that way. Eventually elevator men overbidding the market will see their mistake, but it would be better all the way around if they could see their folly now.

E. T. CUSTENBORDER, Sidney: Folks don't always use their better judgment in grading grain and then when the terminals grade it down they naturally get a bit peeved. Just because John or Henry happen to be good customers is no reason for giving them a better grade on their grain than you yourself can possibly get out of it. That practice amounts to cutting down your own legitimate income.

The amount of work a grain dealer puts in and the risk he takes should certainly warrant his *making a living* out of his efforts and endeavors.

W. C. MOTE, Laura: When off-grade grain comes in, a *healthy margin must be allowed* to take care of contingencies that might arise, especially in the handling of oats and corn. As a matter of fact we discourage the hauling of rotten corn to our elevator; for we've lost too much money on grades accorded us at Buffalo, just like some of the other speakers have experienced at Cincinnati. The farmers don't like to permit a heavy discount for off-grade grain even though they know its value, but we grain dealers are *not in business for our health*. We show the farmers we are fair in bidding on off-grade stuff by pressing them to take samples of the poor stuff he hauls into us around to other elevators for a bid. We tell them if they get a better bid to come back and haul their load away. Most the farmers know by now, however that we give them all the grain is worth and no more, *never*.

BERT RUDY, Pleasant Hill: We buy all grain on grade, paying no more than it is worth. Doing so is *ruinous folly*.

EARL D. FRISTOE, Piqua: We do about the same as the rest.

ISAAC C. MILLER, Huntsville: I'm doing the best I can, buying on grade as best I know how, but all of us do not always know best.

A. B. JONES of West Milton and George Allinger of Sidney, agreed.

CECIL H. GINN, Sidney: We buy on the same grade we sell on. We keep the good oats and ship the poor ones to Cincinnati. We always expect something when we ship to Cincinnati and we're usually not disappointed.

C. W. ANDREWS, Maplewood: I aim to *buy grain on its merits* alone or on grade, but don't always do it. I have my idea as to grade and Mr. Stephenson has his ideas as to grade; so obviously the human element entering into the transaction will always have to be reckoned with. I may be right, and again Mr. Stephenson may be closer than I am to the correct grade. Obviously the *best judge of grain buys it closer* to its intrinsic value.

One thing I am sure of, and that is you can't buy off-grade grain for what it's worth. I take a sample of off-grade stuff into one broker or track buyer and he says, he doesn't know anything about "junk." Another grain broker will bring out a sample of No. 2 oats and make some ridiculous comparison, and eventually it stands you at a loss.

WILLIAM M. YOUNG, Anna: We try to buy on grade alone. Last winter when farmers hauled us a lot of damaged corn we tried to sort it, but the farmers didn't want to tolerate that. Most of the trouble we were having with poor and damaged corn is at an end. We, too, have our disappointments in shipping to Cincinnati. We took in nothing under No. 3 oats this past season.

It's also been our sad experience that federal grades change radically oftentimes on re-inspection.

N. G. BENNETT, President of the Farmers Grain Dealers Ass'n of Ohio, McComb: We must *mix brains* with the judging of grain grades. We cannot grade grain on what we think the other fellow, our competitor, would grade it. We country shippers should set up and maintain standardized grades among ourselves, just as the terminal market men now have, instead of all optimistically looking ahead for a good year in the future hoping to get by for the present. Country grain shippers are handling one of the mainstays of the country, one of the basic food commodities. If we can't make a living out of it we should give way

to some one who can. Last fall we handled 49,622 bushels of wheat in four consecutive days, which we think is a record.

We discount this off-grade corn that's been talked about, and I firmly believe it saner to discount it more than just enough of a margin to get by on with good luck.

Frozen Credits.

E. T. CUSTENBORDER recommended a credit rating basis to be set up and used in extending farmer patrons credit.

C. W. ANDREWS, Maplewood: We talk about educating the farmers; that's the trouble with them now, they're educated too much and today are a step ahead of the grain dealer. The farmers whip the grain dealers at every turn, and if they can't strike a good bargain they run up their credit purchases.

We grain dealers should have a fair working understanding with our competitors as to credit. If we don't we're in for a "trimming" every time.

We find the maintenance of two prices, cash and 30 days, doesn't work, they beat you coming and going. They make promises they've no intention of keeping and even brow-beat us.

If a cash price is offered on a commodity the farmers pay cash, sure, and then let their credit purchases of long standing go unpaid. If farmer patrons are pressed for payment they give non-bankable notes and we take them. The time limit may be specified therein, but if they don't choose to pay we're left holding the sack. Perhaps the reason we tolerate such dealing is that we're too afraid of losing a farmer's business, feeling our competitor is too anxious for that business. Maybe some day *we'll wake up and cut out credit dealings*.

SHELDON B. ACKERMAN, Lima: For a long time feed was sold for credit in Northwestern Ohio, until the dealers found the farmers were getting into them for large amounts. So the dealers all got together and agreed not to sell feed for more than thirty days' credit without a bankable note. The plan is working out admirably and all the dealers are happily sticking to their agreement. Placards announcing this practice are posted in the driveways and offices of the elevators of this section until now the farmers know better than to ask for extended credit. Incidentally one per cent discount is allowed for cash payments.

C. A. HEIGEL, Leipsic: We allow the farmers one day credit on cash sales and allow four per cent discount for payment. After thirty days we charge interest on all past due accounts.

N. G. BENNETT, McComb: We give two per cent cash discount and charge eight per cent on book accounts. We tell the farmers if their credit is good they can procure credit at the bank, and that that's where we want them to get it. If their credit is no good, any note they may tender is no better than their credit. Adopting this policy has resulted in reduced book accounts and a more rapid turnover. I believe eighty per cent of all book accounts outstanding are collectible in negotiable notes, but you've got to go out after them. We elevator men have educated the farmer to abuse the credit system and we're the ones that lose. With some farmers who run accounts with us we find they plan on settling twice a year, so we just take out what they owe us and from the monies they have coming to them at those times. Perhaps we're a little differently situated in relation to credits, as we do a large live stock shipping business which gives us another opening towards settling up.

GEORGE E. STEPHENSON, Rosewood: Our book accounts are much less than previously, but they're still too voluminous. I find that if all book accounts of a year's standing are not included among the assets that one's eyes are really opened to this vicious practice of extending credits. We use two prices, and our cash price means cash on the day you buy and pay cash and not thirty days thereafter. Most farmers will say "thirty days is cash, isn't it?" and try to get the cash price for commodities

purchased on their book account: Then they'll pay whenever they get around to it. We've established this practice and we stick to it.

I believe no class of business men are more dilatory, more behind the times, than grain dealers. The present credit problems are solely of our own making; we've no one else to blame but ourselves. The grain dealer who can't say "NO!" to farmers already heavily involved on the books should get out of the business, and let some wide awake grain man replace him.

CHARLES E. DURR, Conover: We are fortunate in having a good class of cash-paying farmer customers and we don't let them get into us.

C. H. GINN, Sidney: We operate a retail coal business, which unfortunately keeps the book accounts up. And it seems as though when the accounts for one end of the business are up the accounts for the other end are down, and vice versa.

JESSE LEWIS, Troy: It's the same story with us. We've educated the farmers to the credit system and now they abuse it. We must all learn to say "NO!" when the condition of a customer's account demands.

W. D. ANDERSON, Union City, Ind.: Our experiences jibe with most of those already mentioned. The present credit situation is of our own making, and we alone will have to untangle the mess.

HARRY F. CUSTENDORDER, Sidney: We go up and down, always hoping for a better crop year in which to get straightened around and all settled up. I, personally, cannot conceive of a solution for a deplorable situation, but if one is evolved all should stick to the plan.

J. C. JOHNSTONE, Cleveland: Regarding this credit situation, the grain dealer has a very good example of business management and operation to follow in his local banker and should profit by this example. (Note: Ohio has not had the bank failures which many other sections of the country have had.) If the grain dealer will contrast his business with that of the bank much in common will be discovered. Operating on sound business principles the bank succeeds. The grain dealer can also succeed and profit, if he only will.

Regarding the corn movement of the present and recent past, this corn hasn't been as dry as one might wish, and the corn that is coming in now is very high in moisture and generally high in damage. We can't keep the stuff that's coming in now more than three days on account of this high moisture, without drying it. So certainly the country shipper can keep it in the house no longer. If you try to bin it up you'll have to keep turning and turning it, and that means increased overhead. Perhaps the best move would be not to shell it until the day you plan to ship it, as every day it is held in bin hastens it on its ways toward heating.

If country shippers would scrutinize corn bought more closely and count out kernels and calculate the per cent of damage, just as is done in the terminal markets, the grain could be bought "right" and the grade at the termi-

nals would be satisfactory, for you'd know what they were going to be in advance. The color of the corn this year has caused much concern, and will probably cause more. A little careful buying will prevent much loss.

ELI T. DICKEY, Lima: (Note: Mr. Dickey is a past president of the Ohio Farmers Elevators Ass'n and active officer in the Northwestern Ohio Elevator Manager's Ass'n.) From my experience as a manager of a Farmers Elevator, it seems to me that individual elevator owners should be in better financial condition in regards to frozen credits than farmer-owned and operated institutions for the reason that unlimited credit can be extended only at the discretion of the individuals, while with the farmer-owned and operated institutions the stockholders and directors seem to feel they have prior liens over all other customers in the matter of running up credit. Ofttimes stockholders will run up credit in excess of their stock holdings, and oftener they will turn in their stock at the end of the year (after you've been carrying them along like a good fellow) on what they owe. There's no percentage in that kind of business dealings. Grain dealers must be alert to operate an elevator at a profit. If we nap on the job we're lost.

Country shippers are vital cogs in the wheel of marketing the world's main food staple and certainly deserve a living wage on their investment for the service being rendered humanity as a whole. Keeping up to snuff requires that elevator operators modernize office practices thoroughly, just as they continually modernize the physical properties. Grain dealers are the biggest group of business men in the country! We're all proud to be in the business. Now let's make all our practices worthy of our pride.

Farm Relief Legislation.

A canvas of the attitudes of the farmers of the vicinities of the delegates in attendance was requested in ample time to permit every grain dealer in the territory to give an accurate reflection of such attitudes, in anticipation of Sec'y Custenborder's query, "What proportion of your patrons favor the McNary-Haugen or similar Farm Relief Bills?"

E. T. CUSTENBORDER: Weeds are taking a much greater toll from the crop revenue of the farmers per year than the aggregate loss chargeable to corn borer devastations.

Regarding farm relief legislation, don't swallow bait, line and sinker these paid agitators feed the gullible public. *Think!* Use your own brains and avoid being misled by the hasty generalizations craftily woven by paid propagandists!

W. B. MOON, Conover: My fellow farmers are not asking for any special legislation whatsoever.

N. G. BENNETT, McComb: Industrial commodities are protected by tariffs. Agricultural products should be similarly protected, or else the tariffs on industrial commodities should be taken off. With industrial protection removed the farmers will take care of themselves.

Industry can control output and generally does so, price becoming a dominate factor in

production. The contrary is true with the farmers, they can't regulate output (even if they can govern acreage) because of climatic conditions, infestations, and a score of other factors beyond their control. *Demand sets the price, not legislation.*

V. E. BUTLER, Indianapolis: Farm relief has been discussed and cussed for a long time. The present status of the farmer is an *economical question* requiring solution, not a political problem which legislation can cure. And the dominating factor of farm relief legislation is price. Price alone is responsible!

Between 1910 and 1920 farm products increased fifty per cent against an increase of farm population of but ten per cent, which increase in the number of farm products produced was alone super-induced by price.

And demand established price, not legislation! (With this settled, discussion ceased, all being in accord.)

PRESIDENT PHIL SAYLES, Columbus: Group meetings are a splendid contribution to the betterment of local trade interests. The turnout here is both stimulating and encouraging, for the work you have done, are doing, and will do, makes one realize what an advance step such get-together gatherings are, as well as to make one mighty proud to be a unit in such a trade.

TOLEDO INVITES YOU to the annual convention of the state organization on June 22 and 23, where your state association meets in joint session with the Michigan Hay & Grain Ass'n. I know you'll all want to be there and it is sincerely hoped that you will be there.

The business session closed herewith, everyone determined to be at Toledo on the dates set.

Golf Tournament.

Following adjournment the delegates sought devious diversions, some embarking on a tour of the surrounding countryside for a first-hand investigation of crop conditions; others went calling on nearby friends, relatives, customers and business acquaintances; others draped themselves in the shade of the pleasant afternoon for a relaxing stretch or snooze; while still others followed a high-spirited golf contest around the picturesque course. Everyone felt comfortable and enjoyably at home.

Next year a similar golf tournament is planned for everybody with prizes to be awarded. Remember—bring your clubs!

Picture.

About five-thirty, on the return of the ladies, a group photograph was taken on the spacious lawn surrounding the club house by Crusey Brothers Studio.

The Banquet.

Shortly after the picture was "shot" the enticing harmony of a six-piece orchestra announced dinner in the lower chambers of the club house. There a tasty six-course feast was spread in appetizing and home-like style.

The long banquet tables were heavily laden with assorted appetizers, rare delicacies, and whatnot, interwoven with displays of carefully

(Concluded on page 739)



Some of the Miami Valley Grain Dealers at Sidney, O.

—Photo by Crusey Bros., Sidney, O.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Paragould, Ark.—The warehouse of the Paragould Mfg. Co. was recently damaged by a fire. The loss was \$3,000.

CALIFORNIA

Sacramento, Cal.—The storage tanks being built by the Globe Grain & Mfg. Co. will increase its storage capacity 60,000 bu.

Hershey (Dunnigan p. o.), Cal.—One rancher 3 miles east of here is putting up bins for 10,000-bu. bulk grain as an experiment, and will load here.—E. H. Peake.

Bakersfield, Cal.—We are installing equipment for a mixed feed plant. We handle carload shipments for both wholesale and retail trade.—L. O. Doyle, mgr., Bakersfield Grain Co.

Dunnigan, Cal.—The warehouse that burned here contained 7,500 bags of barley. The house and barley were valued at \$15,000. The salvaged grain, 4,000 bags, sold at \$1.11½.—E. H. Peake.

Grimes, Cal.—The Sacramento River Warehouse is being converted into an up-to-date grain elvtr. by a group of farmers of the territory. The warehouse, 450x50 ft., is being enlarged, 600-x50 ft., and a large grain cleaner, having a capacity of 1,800 bu. per hour, will be installed. The elvtr. will have an approximate capacity of 200,000 bu. There will be 41 bins and each farmer will store his grain in separate bins.

CANADA

Midland, Ont.—A 2,000,000-bu. elvtr. is being erected here and will be completed for the new crop.

Port Nelson, Ont.—The Canadian government will soon call for bids for the erection of terminal elvtrs. here with a capacity of 20,000,000 bu.

Vancouver, B. C.—The Alberta Wheat Pool has bot a site on the Second Narrows from the Canadian government on which to build a terminal elvtr.

Winnipeg, Man.—The Grain Exchange plans to build a 500-watt output broadcasting station at Yorktown this summer at a cost of \$25,000. The call will be CJCW.

Sarnia, Ont.—Good progress is being made with the erection of the Sarnia Grain Elvtr. Co., Ltd.'s new elvtr. It will be ready for storage of grain by Sept. 1.

Montreal, Que.—Plans have already been made for an additional storage of 3,000,000 bu. to our No. 3 elvtr., but have not yet been approved by our department at Ottawa.—T. F. Trihey, sec'y, Harbour Commissioners of Montreal.

Port Arthur, Ont.—The Canadian Wheat Pool, thru the Saskatchewan Co-op., will add 32 tanks to its present storage house on Little Current River. These tanks will have a storage capacity of 1,000,000 bu., making the total storage capacity of the house, 2,100,000.

Saskatoon, Sask.—Twenty-four large concrete bins are being erected at the Quaker Oats plant. These will give the company a total storage capacity of 1,500,000 bu., making it one of the largest private interior elvtrs. in western Canada. Extensions to the flour mlg. and cereal sections of the plant are also planned.

Toronto, Ont.—Search is being made in western Canada for J. R. Ness, general mgr. of the Niagara Falls Grain & Flour Mills, who left here Feb. 3 for the west on business and has not been heard from since reaching Detroit, Mich. Mrs. Isabel Ness, his wife, a resident of Scotland, who has been in receipt of a monthly allowance, has filed an affidavit in court asking that he be declared an absentee and a trust com'ttee be appointed for his estate.

Vancouver, B. C.—The Alberta Wheat Pool is interested in the erection of a 1,500,000-bu. elvtr., costing \$2,000,000. The pool also recently leased one of the terminal elvtrs. here.

Victoria, B. C.—Victoria is likely to have a terminal elvtr. soon, according to Mayor J. C. Pendray, who recently returned from Ottawa. Several years ago the Dominion Government spent \$5,000,000 on Victoria Harbor.

COLORADO

Holyoke, Colo.—The Holyoke Farmers Co-op. Elvtr. Co. has completed a modern filling station on its property.

Longmont, Colo.—The Longmont Farmers Mfg. & Elvtr. Co. has moved its general offices from here to Denver. G. T. Russell is the new general mgr., succeeding the late J. R. Forsythe.

La Junta, Colo.—The La Junta Mfg. & Elvtr. Co. has incorporated with L. S. Mahoney as pres. and will conduct a general elvtr. and feed business. As mentioned in the last issue, this concern has succeeded the La Junta Flour Mills.

IDAHO

Lewiston, Ida.—The Mikkelson Grain Co. has bot the concrete and tile warehouse here.

Genesee, Ida.—The Mikkelson Grain Co. has bot the 80,000-bu. elvtr. and four warehouses of C. E. Wood.

Malad City, Ida.—Mail addressed to C. E. Ramsay has been returned marked "Removed, left no address."

ILLINOIS

Hindsboro, Ill.—The Fletcher Grain Co. has sold its elvtr. here.

Decatur, Ill.—W. G. Moorhead & Co. have closed their branch office here.

Catlin, Ill.—The Catlin Grain Co. recently installed electric motors in its plant.

Galva, Ill.—The elvtr. formerly operated by Hefebower & Peterson is being repainted.

Mansfield, Ill.—John Zink, the first mgr. of the Farmers Grain Co. here, died recently.

Gridley, Ill.—Gramm & Klopfenstein have put a corrugated iron roof on their grain office.

Chana, Ill.—The Chana Elvtr. Co. has bot the elvtr. formerly operated by the Armour Grain Co.

De Long, Ill.—I have bot the elvtrs. of E. C. Sadorris here and at Bronson.—H. S. Johnston, Danville.

Thomson, Ill.—Potter Bros. of Morrison have bot the elvtr. formerly operated by the Armour Grain Co.

Rock Island, Ill.—The Saylor & Wichelman brokerage office will move to the Ft. Armstrong Hotel, July 1.

Decatur, Ill.—C. L. Leiss is now in charge of our track buying and brokerage department.—Evans Elvtr. Co.

Elwin, Ill.—Jesse Markwell, mgr. of the Elwin Farmers Grain Co., is in California on his annual vacation.

Amboy, Ill.—Oscar Berga bot our elvtr., grinding and feed business and took possession June 15.—F. S. Brooks.

Fay (Mt. Carroll p. o.), Ill.—Potter Bros. of Morrison have bot the elvtr. formerly operated by the Armour Grain Co.

New Milford (Cherry Valley p. o.), Ill.—Geo. H. Wilson has bot the elvtr. formerly operated by the Armour Grain Co.

Aviston, Ill.—Conrad P. Guignon, 73, for 18 years sec'y of the Aviston Mfg. Co., which also operates an elvtr., died recently.

Arcola, Ill.—Burglars broke into the offices of both the Farmers Elvtr. and the Twiford Elvtr., but little was secured at either place.

Mason City, Ill.—We have installed a large-size Western Cleaner in our plant here.—W. F. Allison, mgr., Farmers Grain & Coal Co.

Mansfield, Ill.—Scholer & Gring of Farmer City have bot the Grady elvtr., recently operated by the Delaney Grain & Lumber Co. as lessee.

Merritt, Ill.—I have installed a Kewanee Truck Dump and a truck scale at my elvtr. here. Wm. McPherson did the work.—A. B. Chrisman.

Princeton, Ill.—The stockholders of the Princeton Farmers Elvtr. Co. voted to disband at a recent meeting. Elmer Zearing was named as trustee.

Haldane, Ill.—The Farmers Elvtr. Co. is installing a large hammer mill to do custom grinding, and is also making repairs on the elvtr.—Bert Walb.

Riggston, Ill.—I have leased the elvtr. formerly operated by the F. J. Blackburn Grain Co. and will operate it the coming season.—A. B. Chrisman, Merritt.

Forreston, Ill.—Bert Walb has succeeded E. A. Mitchell as mgr. of the B. P. Hill Grain Co. Mr. Walb was formerly with the Armour Grain Co. at Maryland.

Decatur, Ill.—Henry LeGrand, formerly interested in the Evans Elvtr. Co., has sold his interest and gone to California, expecting to remain there permanently.

McCown, Ill.—Geo. Campbell, an employe of the Brocton Elvtr. Co.'s elvtr., had the ligaments of his right arm injured recently while placing a belt over a pulley.

Belleville, Ill.—Anton Shelinger, 90, pres. of the Shelinger Grain Co., which he and his uncle established 40 years ago, died recently following a several months' illness.

Reilly (Rankin p. o.), Ill.—Have put new steel siding on coal house and will cover sides of elvtr. with steel. Will also repaint and repair other buildings.—Fred C. Leach.

Arthur, Ill.—We have taken over the Paul Kuhn elvtr. at this place.—L. Buckner, Buckner & Eads Grain Co. (Mr. Buckner was formerly agt. for the Kuhn company.)

Decatur, Ill.—Joe Mathias, formerly of Jones & Mathias at Bethany, Ill., disposed of his interest in that elvtr. to his partner, and is now connected with E. W. Bailey & Co. here.

Rowell (Maroa p. o.), Ill.—I bot out the old Rowell Grain Co. (Farmers). It is a 35,000-bu. elvtr.; two elvtr. stands, cleaner and sheller, and 25-h.p. Y Type Fairbanks-Morse engine.—R. E. Bowers.

Summerfield, Ill.—We have just completed installing a 15-h. p. motor. Our elvtr. will now be run with this and a 20-h. p. motor.—John B. Shaffer, mgr., Summerfield Farmers Co-op. Elvtr. Co.

Vandalia, Ill.—The W. A. Elam Grain Co. has bot the properties of the Valier Spies Mfg. Co. here, also at Mulberry Grove and Hagarstown. Considerable improvements are being made to the local plant.

Leaf River, Ill.—Albert Spring has bot the elvtr., lumber and coal business of the Armour Grain Co. here. Mr. Spring has worked for the Armour company at different points for the past 15 years.—Bert Walb.

Gerlaw, Ill.—We have leased the elvtr. here and will operate under the name of Roberts & Litchfield (mail at Rio, Ill.) Ivan Fox will be the mgr. This elvtr. was formerly operated by the Inland Grain Co. of Galesburg.—Roberts & Litchfield, Rio.

Opheim, Ill.—We recently completed a new coal shed, 14x50-ft., and bot additional warehouse of the S. I. Ickenbom estate. We are planning on a truck dump and are in the market for a used car loader of small capacity and requiring minimum power.—R. T. Gustus, mgr., Opheim Grain Co.

Pekin, Ill.—The Turner-Hudnut Co. has bot the elvtrs. of the Smith-Hippen Grain Elvtr. Co. here, at Fremont, Naples, Hennepin Canal, Leslie, Parkland, Manito, Emden, Dalton City, Spring Bay, Glasgow Landing, Snicarte, Harris Landing, Spring Lake, Montezuma and Menert. The new owner will move its main office here and Geo. E. Hornish will be in charge. Robert Turner will remain in charge of the company's interests at its Board of Trade office in Peoria.

Heyworth (Newman p. o.), Ill.—George W. Arnold, who had been in the grain business here for 44 years, died recently at the age of 77. His wife, three sons and a daughter survive.

Forsyth, Ill.—Victor Dewein, Jr., son of the late Victor Dewein, past pres. of the Illinois Grain Dealers Ass'n, has taken over his father's elvtrs. and now manages them on his own account.

Urbana, Ill.—The short course held annually at the College of Agriculture, University of Illinois, will not be given this year. The one in grain elevator management is being withheld from the schedule out of consideration of the fact that the American Institute of Co-operation is holding its annual summer session at Northwestern university in Chicago this year, devoting the first week, June 20 to 25, to a consideration of the problems connected with the co-operative handling of grain. The short course at the college has been held during the third week in June during the past two years.

CHICAGO NOTES.

The Chicago Grain Salvage Co. has moved its offices to 1911 North Laramie Ave.

A Board of Trade membership sold June 23 at \$7,600 net to the buyer, a decline of \$200 that week.

Harry Watson, formerly of the firm of Ichertzt & Watson of St. Louis, is now connected with F. L. Schreiner.

New members of the Board of Trade are Frederic M. Herr, Walter T. Rice, Earl B. Johnston, Shreve M. Archer of Minneapolis and Chas. J. Sarbiet. Applications have been posted for Carl Kruell, Don S. Pierce, Harry E. Callin, Gerald R. Martin, Eli J. Radic, Jr., Thos. G. Keeley, Jr., Theo. H. Mueller and Paul K. Corcoran. Transfers have recently been posted for the estate of Orrel H. Rutledge, Richard H. Bunch, estate of Reinhard Siendenberg, Jr., Lou W. Weltzman, Jas. E. Grady, John W. Coverdale and Edward T. Walker, Jr.

INDIANA

Francesville, Ind.—John L. Zink, mgr. of the Co-op. Elvtr. Co., died June 1.

Colburn, Ind.—Leforge & Co. have changed the firm name to the L & S Grain Co.

Liberty, Ind.—H. C. Sharp & Co. are installing a McMillin Wagon and Truck Dump.

Princeton, Ind.—Byron Bingham has been appointed mgr. of the Igleheart Elvtr. here.

Jasper, Ind.—The Victoria Mill & Elvtr. Co. is building a boiler house and engine room.

Danville, Ind.—The Klondike Mfg. Co. has installed a McMillin Wagon and Truck Dump.

Buck Creek, Ind.—The firm of Otto Leforge has changed its name to the L & S Grain Co.

Monterey, Ind.—The Farmers Co-op. Co. is installing a Sidney Roller Bearing Corn Sheller.

Huntington, Ind.—The Huntington Equity Exchange has bot out the Huntington Mill Co.

North Grove, Ind.—We have installed a feed mixer.—Aukerman Bros., props., North Grove Elvtr.

Franklin, Ind.—The Suckow Mfg. Co. is installing a McMillin Wagon and Truck Dump in its plant.

Hoagland, Ind.—The Farmers Co-op. Co. is installing a Sidney Power Feeder for its hammer mill.

Hamlet, Ind.—We are enlarging our warehouse and building a new office.—Arndt Wein-kauf Grain Co.

Indianapolis, Ind.—Work on the addition to the Cleveland Grain & Mfg. Co.'s plant is progressing rapidly.

Milton, Ind.—Wilbur Elwell has taken over the elvtrs. of the Milton Grain Co. here and at Beeson's Station.

Bargersville, Ind.—We are installing a McMillin Wagon and Truck Dump in our plant here.—Bargersville Grain Co.

Uniondale, Ind.—The Uniondale Equity Exchange, operated as the Farmers Elvtr. Co., was sold at public auction June 11.

Nisbet (Cynthiaana p. o.), Ind.—Igleheart Bros. are installing a McMillin Wagon and Truck Dump in their plant here.

Willow Branch, Ind.—Am planning to change motor power from single to 3 phase cycle, alternating current.—J. W. Hanna.

New Ross, Ind.—The New Ross Grain & Lumber Co. has just completed the installation of a McMillin Wagon and Truck Dump.

Deedsville, Ind.—The Deedsville Elvtr. Co. is carrying on its business in a temporary location since its fire several weeks ago.

Greensburg, Ind.—The Decatur County Farmers Co-op. Co. has bot the McCoy Elvtr., which it has been leasing for more than a year.

Allison (Sloan p. o.), Ind.—Rileysburg Grain Co., Victor Kern of Danville, Ill., mgr., has let the contract for a 30,000-bu. iron-clad elvtr. on the Big 4 R.R.

Williamsport, Ind.—Milt Keister has taken over the Williamsport Grain Co. This elvtr. was formerly the property of the Sandusky Farmers Elvtr. Co. of Sandusky (Greensburg p. o.).

Raub, Ind.—The Raub Elvtr. Co. has been incorporated. Members of the firm are Daniel E. Waymire, Ora E. Powell and J. Glen Steinhart. This firm recently succeeded Waymire & Powell.

Mt. Vernon, Ind.—The Farmers Elvtr. Co. recently filed two amendments with the sec'y of state, reduction of capital stock from \$15,000 to \$10,000 and extension of corporate existence for 25 years.

Rahn's Station, Ind. (Henderson, Ky., p. o.).—Jos. E. Hille, 59, who conducted a grain business here for many years, died June 7 after a short illness. He is survived by his wife and three foster children.

Linnsburg, Ind.—We have bot the elvtr. here from M. A. Wall and have installed a McMillin Truck Dump. We are handling building material with grain, coal, etc.—New Ross Grain & Lumber Co., New Ross.

All Indiana grain dealers will take advantage of the mid-summer meeting of the state Ass'n at South Shore Inn., Lake Wawasee, June 30 and July 1, to give their families an outing. An interesting program including good speakers and entertainment will be presented. Do not miss it.

Chas. B. Riley, sec'y of the Indiana Grain Dealers Ass'n, is working out plans for a wheat train in that state this summer. It is planned to make several tours over the state under the auspices of Purdue University for the purpose of encouraging the growth of more soft winter wheat of a better quality.

Brookston, Ind.—Our elvtr. was damaged by fire which started in the cob house attached to it the night of May 13. Fire spread to the cupola. The damage was about \$1,000 to structure and grain. This is the first instance known where an elvtr. was saved after fire had attained such headway. It was our first fire in 21 years. The loss was covered by insurance.—Halstead Bros.

IOWA

Spencer, Ia.—The R. M. Tuttle Popcorn Co. recently installed a new ventilated motor.

Clarion, Ia.—The Burt Grain Co. recently installed a new set of wagon scales in its plant.

Story City, Ia.—L. O. Jacobson has succeeded Ira Christensen as mgr. of Farmers Grain Co.

Alvord, Ia.—John Hayse and son, Carl, of Sioux City, will open the Atlas elvtr. about July 1.

Grimes, Ia.—The Sloan Lumber Co. has bot the elvtr. formerly operated by the Armour Grain Co.

Lanesboro, Ia.—We are installing a truck dump and will do some repairing.—Independent Elvtr. Co.

Thompson, Ia.—We are rebuilding our coal sheds.—G. J. Brenner, mgr., Farmers Co-op. Elvtr. Co.

Tingley, Ia.—Geo. Ferguson is ass't mgr. of our firm here.—H. W. Ferguson, mgr., Farmers Union Co-op. Co.

Fairmont (Monroe p. o.), Ia.—The only elvtr. here burned this spring and will not be rebuilt in all probability.—X.

Batavia, Ia.—The Farmers Elvtr. is no more. The elvtr. is still here, but is being run by Geo. Jager and Geo. Publer.—X.

Keokuk, Ia.—Our terminal elvtr., which burned several weeks ago, will probably be rebuilt with concrete.—O. A. Talbott Co.

Cedar Rapids, Ia.—The Mesquakie Mfg. Co., already in operation, incorporated; capital stock \$15,000, C. S. Woodward, sec'y and mgr.

Davenport, Ia.—John I. O'Meara has bot an interest in the Saylor & Wichelman brokerage company and is now associated with that firm.

Klemme, Ia.—We are building an addition to our coal shed and making additional repairs on our elvtr.—H. F. Jost, North Iowa Grain Co.

Wesley, Ia.—Otto J. Kunz, vice-pres. of the Kunz Grain Co., died June 14, at the age of 48 years. He is survived by his wife and nine children.

Neola, Ia.—Howard Hickok has resigned as mgr. of the Quaker Oats Co.'s plant and Martin Egenes of McCallsburg is temporarily in charge.

Boyden, Ia.—Fred H. Lohof of Langdon has been engaged as mgr. of the Quaker Oats Co.'s elvtr. to fill the vacancy caused by the death of John C. Pryde.

Lone Tree, Ia.—We are building a modern coal shed with conveyor, overhead bins, etc.—John W. Hubbard, mgr., Lone Tree Farmers Union Exchange.

Postville, Ia.—Ira P. Hinman, partner in the H. E. Roberts & Son firm, has accepted a position with a Minneapolis seed house and will leave here this summer.

Raleigh, Ia.—The Quaker Oats Co. has bot the DeWolf chain of elvtrs. at this place, Royal, Albert City, Gillet Grove and Marathon at the receiver's sale for \$10,500.

River Sioux, Ia.—The Farmers Elvtr. Co. is tearing down an old elvtr. and building an addition to its other elvtr. The R. M. Van Ness Construction Co. has the contract.

Traer, Ia.—The receivership of the Traer Elvtr. Co. is to continue and F. J. Childs has been authorized to operate the business for the farmers for 120 days more after July 21.

Walnut, Ia.—The Farmers Co-op. Co. has not been in operation since 1923. The property is now owned and operated by the Farmers Supply Co., a partnership enterprise.—G. D. Larsen.

Klemme, Ia.—We have recently put in a new dump, driveway, built new coal houses, installed a feed mill and remodeled the elvtr. and put in new drive belt for cups.—Klemme Co-op. Grain Co.

Larchwood, Ia.—Members of the recently incorporated Farmers Grain Co. are Geo. W. Kramer, Emil J. Schuttloffel, Frank Ripperda, L. T. Heyer, Adam Hohman and Herman Roemen.

Swea City, Ia.—The shareholders of the Farmers Co-op. Elvtr. Co. were to vote on renewing the charter at the annual meeting on June 11. The company was organized July 9, 1907.

Rockwell City, Ia.—I have opened a general brokerage office here, having accounts with all markets and representing reliable firms. Will handle cash grain both to arrive and on consignment.—W. E. Stotts.

Lawton, Ia.—Hans Bremmer is defendant in a suit brot by J. P. Mauritz, a farmer, for \$1,170. Mauritz alleges he stored 1,800 bu. of corn in Bremmer's elvtr. and that the latter converted it to his own use.

Union, Ia.—E. F. Froning and Errol Johnson of Liscomb have bot the two elvtrs. and business of the Union Grain Co. (Farmers) and Mr. Johnson will be in charge. A large grinder and motor will be installed soon.

Wilton Junction, Ia.—The Marshall Hall Grain Co. of St. Louis, Mo., has filed suit against Herman Jipp for \$204.99, claiming that Jipp failed to ship additional grain to the company on a commission selling basis.

Gilbert, Ia.—The Gilbert Grain Co. suspended operations June 16. The Farmers company had lost \$1,800 since Aug. 1, 1926. The directors have indicated that they will reorganize. Organized as a stock company in 1906, it became a co-operative in 1918.

Boone, Ia.—The Farmers Elvtr. & Live Stock Co. is doing a general overhauling to its elvtr. New cob chutes, spouting and sheller floor are being added. The company recently installed a J-B Hammer Mill with latest improved molasses mixer in connection with it.—Art Torkelson.

Sioux City, Ia.—Sam Mason, sec'y and managing director of the Terminal Grain Corporation, who is widely known in the grain trade, has been on the sick list. His many friends will be glad to hear he is staging a fast comeback and will soon be active again.—Art Torkelson.

Pierson, Ia.—David Marr of Marr & Young is at present confined in a hospital at Sioux City. His many friends in the grain trade wish him a speedy recovery.—Art Torkelson.

Onawa, Ia.—A. Post, mgr. of the Farmers Elvtr. Co., is at present in California on a vacation tour and will return to duty July 1. Verne Rounds, his able ass't, is acting as temporary mgr.—Art Torkelson.

Fort Dodge, Ia.—Future trades on the Chicago Board were held not gambling in the decision by the federal court June 17 in favor of the Beach-Wickham Grain Co., to collect on a note for \$4,712 from M. A. Hoyt, Jr., of Carroll, Ia., whose defense was that the transactions were gaming contracts.—T.

KANSAS

Cedar, Kan.—The Cedar Elvtr. Co. expects to electrify its plant.

Burdett, Kan.—The elvtr. of the Plush Grain Co. opened June 1.

Galatia, Kan.—The C. E. Robinson Elvtr. Co. has re-roofed its elvtr.

Jamestown, Kan.—We anticipate installing a truck dump.—Gifford Bros.

Cherryvale, Kan.—The Cherryvale Grain Co. intends to overhaul its elvtr.

Haviland, Kan.—The Farmers Co-op. Co. has installed a new grain cleaner.

Buffalo, Kan.—The Brock Grain Co. is doubling the capacity of its elvtr.

Riverdale, Kan.—The elvtr. of the Hunter Mfg. Co. was recently opened.

Linn, Kan.—F. J. Slipsager will paint his elvtr. and install a new dump.

Sherdahl, Kan.—The Sherdahl Grain & Mercantile Co. will remodel its plant.

Ogallah, Kan.—The Wheatland Elvtr. Co. is building a flour and feed warehouse.

Lasita, Kan.—The Lund Grain Co. recently installed a gear pump for its engine.

Mullinville, Kan.—The Farmers Equity Exchange expects to build a new office.

Otis, Kan.—Two former directors of the Farmers Union Co-op. now own the plant.

Fowler, Kan.—The A. R. Upp Grain Co. recently installed new motors in its plant.

Gorham, Kan.—The Russell Mfg. Co. has bot the elvtr. of the Russell Lumber Co. here.

Junction City, Kan.—A group of stockholders has bot the elvtr. of the Farmers Union.

Princeton, Kan.—The Star Grain & Lumber Co. will rebuild its elvtr. which burned.

La Crosse, Kan.—M. M. Wilson is remodeling his elvtr. and increasing the bin capacity.

Glen Elder, Kan.—Guy Jones has succeeded Owen Gish as mgr. of the Farmers Union Elvtr.

Varner, Kan.—We are building a 10,000-bu. addition to our elvtr. here.—Collingwood Grain Co.

Tice (Copeland p. o.), Kan.—The C. D. Jennings Grain Co. has completed a 77,000-bu. elvtr. here.

Bison, Kan.—The Farmers Union Co-op. Ass'n recently installed a gravity truck dump in its plant.

Haddam, Kan.—The Farmers Co-op. Grain & Supply Co. expects to install a feed grinding outfit.

Kinsley, Kan.—The Kinsley Grain & Lumber Co. will erect a filling station and handle oil and gas.

Shields, Kan.—The C. E. Robinson Elvtr. Co.'s elvtr. was badly damaged by a windstorm on June 6.

Greenleaf, Kan.—The Blue Rapids Mfg. & Elvtr. Co. expects to overhaul the local plant this summer.

Hanover, Kan.—Dugald Spence is located here instead of Herkimer. He is of the firm of Ferguson & Spence.

Gridley, Kan.—E. H. Kaufman is turning his warehouse into an elvtr. It will handle 486 bus. of grain per hour.

Rydal, Kan.—W. H. Mikesell has overhauled his elvtr. and will install a 10-ton hopper scale and a truck dump.

Prairie View, Kan.—Bert Finch now operates a filling station and garage in connection with his grain business.

Dodge City, Kan.—Mail addressed to the Farmers Commission Co. has been returned marked "Unclaimed."

Greensburg, Kan.—The Farmers Grain & Supply Co. recently overhauled its plant and installed larger motors.

Solomon Rapids, Kan.—Owen Gish is the new mgr. of the Farmers Union Elvtr., taking the place of Finley Harlow.

La Crosse, Kan.—The Farmers Union Co-op. Mercantile & Elvtr. Co. intends to make some improvements to its plant.

Coldwater, Kan.—The W. R. Johnston Grain Co. will install new wagon scales in its elvtr. here and overhaul the plant.

Manhattan, Kan.—The elvtr. of the Farmers Union Co-op. Ass'n has been overhauled and new machinery will be added.

Caldwell, Kan.—The elvtr. of the Farmers Grain & Coal Co. has been remodeled and equipped with SKF Bearings.

Dodge City, Kan.—The Farmers Co-op. Commission Co. has closed its office here and now has headquarters at Hutchinson.

Hudson, Kan.—The Stafford County Flour Mills Co., which also operates an elvtr., is installing a Fairbanks-Morse Oil Engine.

Salina, Kan.—The new storage tanks for the Weber Flour Mills Co. are completed and give the mill 150,000 bus. additional capacity.

Salina, Kan.—J. B. Smith, general mgr. of the Shellabarger Mills & Elvtr. Co., was recently elected pres. of the Board of Trade.

Hillsdale, Kan.—I am now employed by the Farmers Union Co-op. Mercantile Co. as mgr. of its elvtr. and general store.—B. N. Fessenden.

Wichita, Kan.—Wm. Little, formerly with the Denver office of the Hall-Baker Grain Co., is now connected with the Wichita Terminal Elvtr.

Paola, Kan.—I have not rebuilt my elvtr. which burned in May, 1926, because of the poor crops of last year. I still own the site.—B. N. Fessenden.

Liberal, Kan.—The J. H. Salley elvtr. is being moved from here to Milner, a distance of 5 miles. The hauling is being done with 4 or 5 large trucks.

Alamota, Kan.—We have installed two automatic scales, new engine and made other repairs.—Chas. Sharp, mgr., Farmers Co-op. Elvtr. & Mercantile Ass'n.

Kellogg (Winfield p. o.), Kan.—The elvtr. of the Consolidated Mfg. Co. at this place burned recently, the loss being given at \$4,500. There was no stock in it.

Caldwell, Kan.—The Consolidated Flour Mills Co. has remodeled the property bot from the former Caldwell Mfg. Co. and will use it as a grain buying station.

Oberlin, Kan.—J. J. Metts of Dresden is now local mgr. for the Robinson Elvtr. Co. His place at Dresden has been taken by Mr. Warner, former mgr. here.

Hollenberg, Kan.—I will operate the elvtr. which I bot from Carl E. Brenneis under the name of the Meyer Elvtr. It is the only one here.—John D. Meyer.

Pittsburgh, Kan.—The Arma Elvtr. Co. will extend its operations to Joplin, Mo., having recently bot an elvtr. and mill there from the Davis Mercantile Co.—P.

St. Paul, Kan.—Robert Baker, Joe Winters and A. B. Gregg of McCune bot the plant of the Farmers Union at a trustee's sale. The elvtr. is not now in operation.

Paola, Kan.—I sold my flour and feed business here last October to the Raines Commission Co. who has since sold it to the Farmers Union Ass'n.—B. N. Fessenden.

Ashton, Kan.—Lou Allen and son of Enid, Okla., have bot the Ashton Elvtr. of J. W. Riggs and are now in charge. Mr. Riggs has not announced his future plans.

Schroyer (Blue Rapids), Kan.—The Schroyer Grain & Supply Co. is successor to the Farmers Grain, Stock & Mercantile Co.—Wm. M. Griffee, mgr., Schroyer Grain & Supply Co.

Jamestown, Kan.—A. N. Reid, formerly with the Lindsborg Mill & Elvtr. Co., will represent the Manning Grain Co., having as his territory central and western Kansas and northern Nebraska.

Studley, Kan.—L. L. Mowry is the present mgr. of the Studley Co-op. Elvtr. The C. E. Robinson elvtr. is closed at present. The former owner was W. J. Madden of Hays.—X.

Formoso, Kan.—We bot out the Jewell Co-op. Ass'n two years ago. We also bot the Jacobson & Dyas elvtr. recently and are now the only elvtr. company here.—Formoso Elvtr. Grain Co.

Ellinwood, Kan.—Fred Wolf, Jr., who is associated with his father in the Wolf Mfg. Co., was married on June 15 at Salina to Miss Maxine Spradley. The Wolf company also operates an elvtr.

Topeka, Kan.—F. W. (Dave) Davidson, formerly with the Norris Grain Co., will open an office here July 1, under the name of Davidson Grain & Commission Co., and will do a general grain and commission business.

Hardtner, Kan.—Jacob Achenbach has just completed a 14,000-bu. elvtr. which was built by the Star Engineering Co. It is equipped with all of the latest machinery. The new elvtr. will be known as the Farmers' Friend.

Sylvia, Kan.—I have leased the Williams elvtr. and will operate it this year. A Globe Dump is being installed and other improvements are being made. The firm name will be the Mead Elvtr. Co. and J. D. Mead will be the mgr.—L. M. Mead.

Arkansas City, Kan.—The Kansas Mill & Elvtr. Co. was recently incorporated with a capital stock of \$600,000. The principals are Frank Kell, T. C. Thatcher and J. E. Haviland. The company recently took over the holdings of the Arkansas City Mfg. Co.

Great Bend, Kan.—We are building an 80,000-bu. reinforced concrete elvtr. here. The contract was let to the Jones-Hettelsater Construction Co., and the same is to be completed by Aug. 15. Most of the machinery will be new.—Barton County Flour Mills Co.

New members of the Kansas Grain Dealers Ass'n are Dewey Mercantile Co., Cheney; Arning Grain Co., Harper; R. H. Grater, Tipton; Washington County Farmers Union, Washington; Winifred Farmers Co-op. Ass'n, Winifred; Hake & Son, Tipton.—Sec'y E. J. Smiley.

Newton, Kan.—Harvey L. Williamson, sales mgr. of the Shellabarger Mills & Elvtr. Co. of Salina for several years, has taken a like position with the Goerz Flour Mills Co., which also operates an elvtr. Mr. Williamson has acquired a stock interest in the Goerz Company.

Alton, Kan.—The F. W. Gaunt elvtrs. at Alton, which M. O. Koesling will operate the coming year, are the same elvtrs. that Mr. Miller and myself have operated the past two years as the Meyers-Miller Grain Co. I will retire from the Alton business because of the death of Mr. Miller.—M. L. Meyers.

Hutchinson, Kan.—Chas. Colby was recently re-appointed sec'y of the Board of Trade and Ralph Russell, treas. The following com'te members were named: Arbitration, Ralph Russell, L. H. Pettit and R. W. Vance; appeals, B. F. Young, R. C. Davidson and C. D. Jennings; traffic, E. J. Whalen, C. C. Kelly and W. W. McCauley; rules, C. D. Jennings, C. W. Stiles and Chas. Colby; complaints, F. J. Hipple, Frank Summers and R. C. Davidson; entertainment, Lee Collingwood, Joe Brada and Joe Fleming; property, Chas. Colby, R. O. Yates and J. J. Koelsch; audit, R. W. Vance, D. B. Frazee and R. B. Owens.

KENTUCKY

Louisville, Ky.—Mrs. David C. Morton, wife of the pres. of Ballard & Ballard Co., Inc., died June 3.

Louisville, Ky.—The Ritter Hennings Co. has filed a petition in bankruptcy, listing liabilities at \$44,607.43 and assets at \$22,631.45.

Henderson, Ky.—A. Waller & Co., grain dealers and elvtr. operators, recently increased the capital stock of the firm to \$370,000.

Louisville, Ky.—The tanks of the new 1,000,000-bu. elvtr. being built for the Ballard & Ballard Co. by the Stevens Engineering & Construction Co. are completed and work is rapidly being done on the headhouse and installation of machinery.

MARYLAND

Baltimore, Md.—Chas. E. Herbst and Albert L. Stephens have applied for membership in the Chamber of Commerce.

Baltimore, Md.—H. J. Crilley was elected a director of Dennis & Co., Inc., to succeed A. R. Dennis, deceased. J. Murdock Dennis was elected pres.; H. J. Crilley, vice-pres.; M. G. Aidt, treas.; Louis Slembecker, sec'y.

Baltimore, Md.—At a recent meeting of the Chamber of Commerce the following com'ites were named for the coming year: Grain, T. Murray Maynardier, Edward L. Davis, Luther M. Jackson, Arthur Blackburn, Jos. M. Warfield and John J. Frederick; clover seed, J. Howard Hiss, Wm. G. Scarlett and John J. Buffington.

MICHIGAN

Edwardsburg, Mich.—The Edwards Elvtr. had a small loss from a windstorm on May 23.

Perrington, Mich.—The Stockbridge Elvtr. has not been opened and it is not probable that it will this year. There is no other elvtr. here. —X.

Detroit, Mich.—The plant of the Commercial Mlg. Co. suffered a small loss from fire on May 31, which originated in the base of a turbine engine.

DeWitt, Mich.—The Christian Breisch Co. is rebuilding its elvtr. and installing new machinery. The company recently built a coal warehouse which will hold 1,000 tons.

Bad Axe, Mich.—The newly incorporated Thomas Elvtr. Co.'s elvtr. is located at Palms and the office here. The same people have another elvtr. at Tyre and have incorporated there as the Tyre Elvtr. Co., with office here.

Standish, Mich.—We have bot out the Standish Elvtr. Co. and taken over its plant. C. K. Jones, who has managed it for 20 years, has become associated with us and is in charge of the bean department. We have a 90-bbl. modern mill, 2-ton feed per hour grinding department, also a complete bean handling plant with 10,000 bus. storage, and 18,000 bus. grain storage. We installed a 100-h.p. Diesel Oil Engine last November and find it the most reliable power it is possible to get. We run the mill, average around 3 tons of feed a day, drive a 50-KW generator furnishing power for our elvtr. and lighting on a consumption of 25 gals. fuel oil and 1½ qts. lubricating oil. Oil right now can be bot for less than 7c delivered. How is that for cheap power for 11 hours?—Standish City Flour Mills.

MINNESOTA

Argyle, Minn.—The Farmers & Merchants Elvtr. Co. is painting and repairing its plant.

Duluth, Minn.—Thos. Gibson, who has been in the grain commission business for over 30 years, will retire.

Elgin, Minn.—The Richardson Elvtr. Co. has bot the old D. E. Earsley elvtr. of the First National Bank and now owns both elvtrs. here.

Winnebago, Minn.—Henry Bevans, who has been employed in the Fleischman Malting Co.'s elvtr. at Jackson, is the new mgr. of that company's elvtr. here.

Regal, Minn.—S. L. Roberts, who has managed the Poppleston Elvtr. for a number of years, has bot it from the company and will continue operating it.

Zumbrota, Minn.—Farmers Coal & Grain Co., established since 1924, incorporated, capital stock \$25,000, by C. K. Clementson, August Klug, Geo. Thorsen and A. C. Larson.

Moorhead, Minn.—A new corporation to own and operate grain elvtrs. has been organized with Max Goldberg, pres.; Louis P. Goldberg, vice-pres., and Jacob H. Goldberg, sec'y. The capital stock is \$50,000. Effective July 1.

Farmington, Minn.—P. H. Feely & Sons incorporated; capital stock, \$75,000, to deal in farm machinery, grain and feed, by Patrick H. Thomas J. and Edward C. Feely. This firm will succeed the firm of P. H. Feely & Son.

Sauk Center, Minn.—Chas. H. Eyler of Watertown, S. D., has bot the property of the Equity Co-op. Exchange and will take charge of the business. The Co-op. company bot this plant in 1920 from the Erwin company. It includes an elvtr. and feed mill.

Shakopee, Minn.—A fire broke out in the King Midas Mill Co.'s plant during a recent storm. The plant was struck by lightning and a wooden elvtr. was partially destroyed. Later in the day flames broke out and destroyed the eye unit and elvtr., bringing the total damage to \$60,000.

Kennedy, Minn.—The Kennedy Farmers Elvtr. Co. has bot the property of the St. Anthony & Dakota Elvtr. Co. Levi E. Johnson has resigned as mgr. of the Farmers company and Victor Carlson has been engaged to fill his place.

MINNEAPOLIS LETTER.

The Pioneer Steel Elvtr. Co.'s elvtr. has recently been repaired.

The Minnesota Board of Grain Appeals will hold a meeting the morning of June 29 for the purpose of establishing new grain grades for the coming season.

We have bot the mill and elvtr. of E. L. Phelps & Co. and will begin operation July 1. The plant will be known thereafter as the Hiawatha Mill & Elvtr.—Hiawatha Grain Co.

Geo. Getchell, for several years with the cash grain trade here and for 3 years with the Archer-Daniels-Midland Co., will leave soon for Edgewater, N. J., where he will be mgr. of the office of a linseed company.

MISSOURI

Vandalia, Mo.—Ed Sandothe is the new mgr. of the Farmers Elvtr. & Supply Co.

Trenton, Mo.—J. B. Benton, Jr., has bot a part interest in the Ralston Mlg. Co. here.

St. Joseph, Mo.—Mail sent to the Loutch Grain & Hay Co. has been returned marked "Out of business."

Rich Hill, Mo.—It is reported that Gus Kienberger has bot the elvtrs. of the Peoples Elvtr. Co. here and at Metz.—P.

Joplin, Mo.—The Arma Elvtr. Co. of Pittsburg, Kan., has bot the elvtr., mill and warehouse of the Davis Mercantile Co.—P.

Marceline, Mo.—G. W. Tainter is mgr. of the Marceline Elvtr. C. E. Reynolds is pres. of the company, which took over this elvtr. in February.

Monett, Mo.—Fire from a poultry house nearby burned a hole thru the roof of the warehouse of the Monett Mill & Elvtr. Co. and damaged some of the stock in it.

Higginsville, Mo.—The Higginsville Mlg. & Elvtr. Co. is the name of the new organization that has taken over and is operating the plant formerly known as the Higginsville Mlg. Co.

East Prairie, Mo.—Wind blew down the smokestack and tore off part of the warehouse roof of the East Prairie Mlg. Co. on May 30. The stock was also damaged somewhat by rain.

Higginsville, Mo.—The 12th annual convention of the Missouri Valley Grain Dealers Ass'n was called to meet at the Arcade hotel Tuesday afternoon, June 21. Hubert Roach of Bates City is sec'y-treas.

Sarcozie, Mo.—C. J. Sawyer has bot the elvtr. property of the Rea-Patterson Co. and is establishing a flour and feed business in addition to grain buying. He is a former salesman for the Rea-Patterson Co.—P.

Monroe City, Mo.—J. Wm. Smith of Clapper is the new bookkeeper at the Farmers Elvtr. & Exchange Co., taking the place of Miss Agnes Mudd who has accepted a similar position with the Farmers Elvtr. at Palmyra.

Blodgett, Mo.—Officers of the newly organized Blodgett Elvtr. & Grain Co. are: Jos. W. Parker, pres.; Geo. Buchanan, vice-pres.; E. R. Putnam, sec'y-treas.; W. W. Lemons and Margaret Williams, directors. The plant will be managed by the writer. The capacity of our elvtr. is 50,000 bus.—E. R. Putnam. (This company took over the holdings of the Marshall Land & Mercantile Co.)

KANSAS CITY LETTER.

Work on the 1,500,000-bu. addition to the Washburn-Crosby Mill will soon be completed.

Harry E. Witham has been appointed sec'y and mgr. of the Farmers Union Jobbing Ass'n, succeeding L. E. DeVoss, resigned.

C. L. Fontaine has applied for membership in the Board of Trade on transfer from C. H. Kenser. No consideration was involved.

Clarence A. Elmore has applied for membership in the Board of Trade on transfer of the certificate of W. D. Grant, deceased. The price was \$9,250.

Forest W. Davidson has resigned as floor man for the Norris Grain Co. at the Board of Trade and will open a grain brokerage business at Topeka, Kan.

Samuel Carlisle, Jr., son of S. S. Carlisle of the Continental Grain Export Co., was killed recently in an automobile accident at Des Moines, Ia. He was buried at Omaha, Neb.

W. W. Marshall of the Lathrop-Marshall Grain Co. was recently elected pres. of the Rosedale Mlg. Co. to succeed O. L. Bauer, who is retiring. The Rosedale plant includes a grain elvtr.

John H. Martin has bot the Board of Trade membership of Alfred Hertz for \$9,000, including the transfer fee of \$500. Everett Hardgrave of Hutchinson, Kan., is also an applicant for membership in the Exchange on transfer from Bernard Magaffin. No consideration was involved.

Members of the Board of Trade will vote on an amendment to the rules on June 27 which would allow acceptance of official weights at plants outside of Kansas City operated by members of the Board of Trade in settlement of contracts for spot grain made on the Board of Trade trading floor. Firms desiring to make use of this privilege must make application to the Board of Trade and must agree to make prompt returns on all cars unloaded; also submit to the jurisdiction of the exchange in respect to such weights and agree to pay all expenses incurred in supervising of scales and weighing facilities at their plants. It must be agreed that 95 per cent of the value of the grain at Kansas City, based on shippers' advised weight, or in the absence of the same, the weights shown on the B/L must be advanced. Returns not made within 30 days will be settled on the shippers' affidavit or loading weight, if seller so requests. The applicant for these privileges must agree to be bound by the application, even tho it may deny rights and privileges conferred by other rules.

ST. LOUIS LETTER.

C. H. Kenser has applied for membership in the Merchants Exchange.

The Merchants Exchange was closed June 18 to permit participation in the celebration of Lindbergh Day.

Edward M. Garmon recently organized the Garmon Grain Co. and will do a general commission business.

Robert N. Walker has filed application for membership in the Merchants Exchange on transfer of Jas. E. Compton.

The Arnold A. Thurnau Grain & Feed Co. is installing a Randolph Direct Heat Grain Drier in a fire resistive building adjoining its warehouse.

Maxwell Kennedy, a member of the Merchants Exchange since 1899, died June 9. He is survived by his wife, two sons and a daughter.

Geo. H. Hall, 83, a member of the Merchants Exchange for over 50 years, died June 9. He is survived by his wife, three sons and one daughter.

Ichtertz & Watson dissolved partnership June 1. Harry Watson is now connected with F. L. Schreiner in Chicago. I am doing business here under my own name.—George J. Ichtertz.

Chas. Rippin, for a number of years traffic mgr. and then sec'y of the Merchants Exchange, has given his resignation, to become effective Aug. 1. He has entered the real estate business.

MONTANA

Stanford, Mont.—Chas. F. Riebe, formerly of Charlo, is now mgr. of the Montana Central Elvtr. Co. here.

Greycliff, Mont.—The elvtr. of the Powers Elvtr. Co. was recently completely destroyed by fire. It contained about 1½ carloads of wheat and a carload of corn.

Belt, Mont.—H. H. Baker, former mgr. of the Rocky Mountain Elvtr. at Stanford, has succeeded F. M. Webb as mgr. of the Farmers Mill & Elvtr. Co.—Quinn-Shepherdson Co.

Three Forks, Mont.—F. M. Webb, former mgr. of the Farmers Mill & Elvtr. Co. at Belt, has bot the Three Forks Mill & Elvtr. Co. from W. B. Veach and is now in charge.—Quinn-Shepherdson Co., Great Falls.

Baker, Mont.—We have let the contract to Hogenson & Ecklund for a 20,000-bu. annex to our present elvtr. to be equipped with a Disc Cleaner, Richardson Automatic Scale and Winter Head Drive with motor attached.—Equity Co-op. Ass'n.

Denton, Mont.—Mike Milbauer of Roundup has succeeded R. H. Raiter as mgr. of the Montana Elvtr. Co.

Scobey, Mont.—H. H. Ames, 79, pres. of the Marquis Flour Mills Co., which has a line of 3 elvtrs., died June 3. He was buried at Hutchinson, Minn., where he was formerly engaged in the mlg. business. He is survived by his wife, his son, Halbert H. Ames, who is mgr. of the mill here, and two daughters.

Lewistown, Mont.—The Western Lumber & Grain Co. has incorporated with a capital stock of \$100,000. It will operate grain elvtrs. and conduct a general mlg. business, having headquarters here and a branch office at Bowman, N. D. J. E. Phelan, Dickinson, N. D.; Chas. J. Phelan, Bowman, N. D., and David Hilger, Lewistown, are directors.

Glasgow, Mont.—The first annual convention of the Montana unit of the North Dakota Farmers Grain Dealers Ass'n, held June 24 and 25, at this place, is a pleasing outcome of successful organization in the older states. As P. A. Lee says in a letter to the trade: "By coming together and learning how the other elevator men meet certain problems and solved them in their own way cannot help but make you better fitted to handle the affairs of your own company when you return. This applies with equal force to the directors of farmers' elevator companies as well as managers of farmers' elevators and the independent dealers as well." Karl Hovland of White Tail, Mont., is one of the earnest workers determined to give the new organization a good start.

NEBRASKA

Steele City, Neb.—The Farmers Union Co-op. Ass'n will build an elvtr.

Sutton, Neb.—The Farmers Grain Co. is putting a new floor in its elvtr.

Doniphan, Neb.—Archie Haggard is the new mgr. of the Farmers Elvtr. Co.

Rosemont, Neb.—The elvtr. of the Herman Gerlach Grain Co. has been repainted.

Bradshaw, Neb.—We are installing a truck dump in our elvtr.—P. F. Steinberg & Son.

Doniphan, Neb.—Harry Heintz has succeeded J. E. Hitt as mgr. of the Doniphan Grain Co.

Saronsville, Neb.—The Farmers Grain & Livestock Co. recently installed a new truck dump.

Ragan, Neb.—We have installed a new cleaner and other improvements.—Ragan Grain Co.

Guide Rock, Neb.—L. A. Harris has installed a new dump in his plant and repaired the driveway.

Red Cloud, Neb.—Brisbee Bros., who operate the Amboy Mlg. Co., have installed a Kewanee Dump.

Bruning, Neb.—The Farmers Grain Co. has repaired, painted and put some steel siding on its elvtr.

Murdock, Neb.—The Farmers Union is erecting a large warehouse for the storage of flour and feed.—P.

Holdrege, Neb.—There has been no change of mgrs. here.—V. C. Wilson, mgr., Holdrege Equity Exchange.

Kenesaw, Neb.—The Real-Easterday Elvtr. Co. recently installed a new hydraulic grain dump in its plant.

Strang, Neb.—The Frank Baand Grain Co. is installing a truck dump in anticipation of the large Nebraska wheat crop.

Malcolm, Neb.—I bot the elvtr. of the Malcolm Grain Co. last March.—F. S. Davey. (This was a farmers' co-op. company.)

Dalton, Neb.—We have bot the smaller of the two elvtrs. of the Dalton Co-op. Society and took possession June 15.—The Cheyenne Elvtr., Cheyenne, Wyo.

Pawnee City, Neb.—Fred Theis, who bot the elvtrs. of the Potts-Small Grain Co., has charge of this line of elvtrs., but is not operating them.—Brown Grain Co.

Dix, Neb.—Persson & Williamson are doing extensive repairing to their elvtr., and installing a head, elvtr. leg and dump. The R. M. Van Ness Construction Co. has the contract.

Ragan, Neb.—We may have to replace our gas engine with a motor and other elvtr. equipment. We have just installed a new elvtr. bucket belt.—Albert Anderson, mgr., Farmers Co-op. Ass'n.

Cody, Neb.—The W. T. Barstow Grain Co. has a large force at work here on the elvtr. it is building. A string of coal sheds and a warehouse are also being erected.—Art Torkelson.

Ruby (Milford p. o.), Neb.—We have let the contract for a 25,000-bu. cribbed elvtr. to the Younglove Construction Co. It will be all modern and when complete will be the best in the county.—Farmers Elvtr. Co.

Lexington, Neb.—The Lexington Mill & Elvtr. Co. has appealed to the Nebraska Supreme Court to decide the constitutionality of the state warehouse law. The company states in its petition that it is not a public warehouse and seeks relief from the law's provisions, which, it claims, are confiscatory.

OMAHA LETTER

Mrs. C. A. Houlton, mother of Carl A. Houlton of Milwaukee and Rex Houlton of Denver, died recently.

The Independent Elvtr., belonging to the Chicago Great Western Railroad Co., is undergoing minor repairs.

L. P. Roberts, formerly local mgr. for the McCaull-Dinsmore Co., is now buyer and solicitor for the American Mlg. Co., which plant includes a grain elvtr.

John Wild of the Central Grain Co. has bot a part of Lance Jones' interest in the Dolphin-Jones Co., of which he becomes vice pres. The Central Grain Co. has been dissolved and its business taken over by the Dolphin-Jones Grain Co.

Elvtr. "B," at 19th street and the Missouri Pacific tracks, has been purchased of the Nye & Jenks Grain Co. by the Missouri Pac. R.R. Co., which will immediately improve and enlarge the property. A concrete annex of 1,000,000 bu. capacity will be erected, with 25,000 bu. storage in each of the main tanks, in the rear of the present cribbed storage. The number of receiving pits will be increased and the power and handling capacity of the old working house will be increased to handle 75 cars every 8 hours. Altho the railroad company's engineers have made tentative sketches, the firms asked to bid have been requested to submit drawings to cover all the area available. The Nye & Jenks Grain Co. will take a 5-years' lease on the enlarged plant. Five years ago this company had only 1,000,000 terminal storage, and this change is in line with its policy to reduce its country holdings and enlarge its terminal capacity. Nye & Jenks now have 600,000 bu. storage at Fremont, 1,600,000 at Omaha, 2,000,000 at Kansas City and 4,000,000 at Chicago.

NEW ENGLAND

Danversport (Danvers p. o.), Mass.—Geo. H. Parker of the G. H. Parker Grain Co., died on June 10.

Boston, Mass.—Wm. S. Leavitt has applied for membership in the Grain & Flour Exchange. He was formerly a member before moving to Florida.

NEW YORK

Buffalo, N. Y.—W. J. Heinhold, former pres. of the Corn Exchange, is recovering from a serious operation.

Buffalo, N. Y.—The elvtr. being built for the International Mlg. Co. will not be completed until the middle of the summer, according to the latest reports.

New York, N. Y.—The grain trade of New York feels that the grain futures market of the Produce Exchange is now sufficiently well established to warrant a more general use of its facilities, and thus enable it to serve more fully the purposes for which it was formed. One of its foremost purposes is to serve as a hedging market for cash grain bought or sold for export, and in order to convince outside business friends of the advantages and the usefulness of the New York market, it is felt that an actual test on their part is necessary, and to bring this about in a practical way, the grain trade of New York has decided, beginning June 22, to trade in United States cash wheat for export—whether cif or fob Atlantic or Gulf ports, or cif eastern lake ports or Montreal—on basis of New York futures.—Wm. Beatty, pres., Produce Exchange. This means that New York brokers hereafter will make their bids basis New York futures market.

New York, N. Y.—The fiscal year of the Produce Exchange closed with all the floor space in the building rented, bringing in an income for the past year of \$583,044.

Oswego, N. Y.—Oral argument will be heard on July 13 of the port of Oswego differential case. The Harbor and Dock Commission seeks to obtain from the I. C. C. the establishment of a differential on wheat. The case was brought against 17 railroads and defended chiefly by the New York Central and Lackawanna.

NORTH DAKOTA

Pekin, N. D.—The Pekin Elvtr. Co. is closed.

Bantry, N. D.—Mail addressed to the agt. Monarch Elvtr. Co., has been returned, marked "Removed."

Hamar, N. D.—Our new coal shed is now completed. It is 96x16 ft. and has 6 bins.—Hamar Co-op. Elvtr. Co.

Trenton, N. D.—The Victoria Elvtr. Co. still maintains an elvtr. here. It closed for the summer, but will re-open in the fall.—X.

Harvey, N. D.—The elvtr. in which G. N. Nelson recently bot S. S. Renfrew's half interest will be operated under the name of the Nelson Grain Co.

Ambrose, N. D.—Work is to be begun soon on the rebuilding of the Northland Elvtr. Co.'s elvtr., destroyed by fire several weeks ago. The new elvtr. being built by the Farmers Elvtr. Co. will be completed this month.

Crosby, N. D.—F. E. Carlson of Berthold has bot the holdings of N. E. Norman, who is a majority stockholder in the Crosby Farmers Grain Co. Mr. Norman will retire because of his health, but will remain with the company until August 1. Mr. Carlson has been mgr. of the Farmers' elvtr. at Berthold for the past few years and formerly had a like position at Ambrose.

Grafton, N. D.—Investigations have been made by the grain board of the state railway commission following the closing of the Grafton Roller Mills Co. It was stated that there was a deficiency of about \$30,000 between actual stocks and reports filed with commission. H. B. Eggers, Jr., vice-pres. and mgr. of the company, accused on two counts of larceny in connection with grain held in storage at the mill, waived examination on both charges and has been bound over to the district court which convenes on June 28. Bonds were fixed at \$2,000 on each count.

OHIO

Campbelltown, O.—J. M. Armacost is installing a Richardson Automatic Scale.

Bowling Green, O.—The Royce-Coon Grain & Seed Co. is installing a Sidney Manlift.

Harpster, O.—The Harpster Grain Co. is installing a McMillin Wagon and Truck Dump.

Oak Harbor, O.—Edgar Thierwechter broke his ankle recently while alighting from a train.

Holgate, O.—The Holgate Grain & Supply Co. has installed a McMillin Wagon and Truck Dump.

Rockford, O.—The Rockford Grain Co. has installed a large Western Roller Bearing Corn Sheller.

Delta, O.—The Delta Co-op. Farmers Grain & Supply Co. has installed a new cleaner and corn sheller.

Rossburg, O.—The Buckland Mlg. Co. has installed a Dreadnaught Ear Corn Crusher and Corn Cracker.

Pandora, O.—The Pandora Mlg. Co. is installing a Sidney Roller Bearing Combined Sheller and Cleaner.

Greenville, O.—Kemper & Cole have bot the property of the Soyco Mills and are rebuilding the plant to handle the new crop.

Thackery, O.—The Shepard Grain Co. has installed a Dreadnaught Ear Corn Crusher and Cracker, furnished by John G. Troester.

Cincinnati, O.—The name of the Grain & Hay Exchange was changed to that of the Cincinnati Board of Trade, Inc., on June 21. There will be no change in officers.

Tiffin, O.—The Sneath-Cunningham Co. is putting sidelines in all of its houses.

Ashville, O.—We hope to build a new office this fall.—W. E. Hall, Sciota Grain & Supply Co.

Cincinnati, O.—The Board of Trade will move to new quarters in the Broermann Bldg., about July 1.

Brice, O.—We have just installed a Eureka Feed mixer.—J. H. Motz, pres. and mgr., Motz-Cook Grain Co.

Bellevue, O.—The Buckingham Mfg. Co. has bot out the Double O. Mlg. Co., and now actively operates that plant.—C. O. Wise.

Sherwood, O.—At the auction sale of the Sherwood Farmers Elvtr. Co., on June 16, the elvtr. properties appraised at \$2,600, received no bids.

Lindsey, O.—We have installed a coal unloader and are now wondering how we ever got along without one for so long.—Perry Boyer, mgr., Lindsey Farmers Mercantile & Elvtr. Co.

Washington Court House, O.—The Ed. Allen elvtr., formerly known as the Cisna elvtr., is being dismantled and the material will be used in another elvtr. near Circleville.

Delphos, O. — The Garman Grain Co. has started the erection of a 40,000-bu. grain elvtr. 30x45x101-ft., and the installation of a 500-bu. Randolph Grain Drier in a brick addition.

Ashville, O.—The electric current serving this town is being changed to 60 cycle and we are all installing new G. E. Motors. The two grain companies here are putting in 12 new motors.—G. C. Cline, mgr., Ashville Grain Co.

Lima, O.—The fire we had was in a warehouse and the loss was confined to seed corn, which, for that purpose, was a total loss. The building was damaged principally by the roof burning off. The total loss was about \$3,000, insurance about 75%.—Robinson Grain Co.

Plain City, O.—This elvtr. was an old style affair and it was seriously handicapped by the loading arrangement which it had. This was caused by an arrangement which they had of running a draft of grain into a hopper scale, then shutting everything else off until that had run out, thereby taking up just twice as much time as necessary. We are putting in an automatic scale and another leg with bucket conveyor so that we can run wheat or any other grain at the same time that we are loading and still have a weight of the grain that we are shipping. The old hopper holds around 300-bus. of grain so that we plan to run the grain thru there to load it. This arrangement will make this elvtr. just twice as efficient as it was if we are able to get the cars to load the grain into. The Sidney Grain Machinery Co. is doing the work.—B. M. Youmans & Son.

TOLEDO LETTER.

The S. W. Flower Co. has applied for 3 memberships in the Produce Exchange.

We are discontinuing business.—Weber Mfg. Co. The Keiser Mfg. Co. has taken over the plant, brands and trademarks of the above company.

Fred W. Jaeger of J. F. Zahm & Co., well known grain and seed dealers, lost his brother, Charles, on June 21. His brother was in charge of the city water works of Cleveland.

Kenton Keilholtz recently observed his 25th anniversary with the firm of Southworth & Co. He started in the firm's employ as an office boy at \$4 a week. On the death of Mr. Southworth in April of this year he became senior partner.

OKLAHOMA

Enid, Okla.—Our new addition is just about completed.—Enid Mlg. Co.

Butler, Okla.—The Zobisch Grain Co. is installing an electric motor and a new air-lift dump.

Enid, Okla.—The Enid Terminal Elvtr. Co. has increased its capital stock from \$125,000 to \$200,000.

Manchester, Okla.—The State Line Grain Co. recently installed an air dump and two truck dumps.

Alcorn (Billings p. o.), Okla.—The elvtr. of the Feuquay Grain Co. is completed and is now in operation.

Minco, Okla.—The elvtr. of the El Reno Mill & Elvtr. Co. was slightly damaged by a windstorm on June 1.

Oklahoma City, Okla.—Capital stock of the Hardeman-King Co. has been increased from \$200,000 to \$300,000.

Turpin, Okla.—The Cates Grain Co., incorporated; capital stock, \$9,000, by D. A. Cates, J. T. Smith and J. A. Elleksen.—P.

Pond Creek, Okla.—The daughter of A. O. Caple of the Pond Creek Elvtr. Co. passed away recently at the University Hospital in Enid.

Waynoka, Okla.—Mr. and Mrs. J. O. Braught have bot the elvtr. of the Alva Roller Mills and will conduct the business under the name of Braught & Braught.

Jefferson, Okla.—We have just installed a Kewanee truck dump and made a number of other improvements in our elvtr for the new wheat crop.—Co-operative Elvtr.

Hydro, Okla.—We have installed an air dump and put in new spouting, also put iron cladding on our elvtr.—R. S. Stockton, mgr., Farmers Union Grain & Elvtr. Co.

Dacoma, Okla.—Gus Heady has succeeded R. A. Jansen as mgr. of the Farmers Elvtr. & Mill Co. Mr. Jansen is now associated with the Southwest Wheat Growers.

Buffalo, Okla.—J. R. Beeman and Jim Litz will operate the elvtr. recently bot from the L. O. & H. L. Street Grain Co. under the name of the Beeman-Litz Grain Elvtr.

Selma, Okla.—The Elbert Gass Grain Co. will be the name of the new firm which recently bot out the L. O. & H. L. Street Co., mention of which sale was made in the June 10 number.

Cashion, Okla.—We have overhauled our elvtr. and put on a new galvanized roof, also put in a new 13-in. elvtr. belt and a new pulley to speed up our loader.—Pennington Grain Co.

Bessie, Okla.—The Wheeler Grain Co. has installed an electric motor, man lift, Fairbanks Type Register Beam Scale, and put iron cladding on its elvtr. and warehouse.—A. B. Schmidt.

Freedom, Okla.—Hugh Wardell and M. E. Henderson, who recently bot the Alva Roller Mills, as reported in the last issue, will operate the plant under the name of the Henderson & Wardell Grain Co.

Mangum, Okla.—The Farmers Co-op. Elvtr. Co. was sold recently to the First National Bank, one of its heaviest creditors. The Pace Grain Co. operated the elvtr. under lease last year and have leased for another year.

Purcell, Okla.—Repair work at the old Purcell Mill & Elvtr. Co. will soon be completed. The two elvtrs. commenced handling grain June 15. The plant has been idle for 18 years. It was taken over last winter by Frank S. Gresham.

Lamkin (Enid p. o.), Okla.—The elvtr. which was recently bot from the Enid Mlg. Co. will be operated under the name of the Henson Coal & Grain Co. It will be managed by Alva Jenkins, who was formerly with Rees Raiston at Breckenridge, Okla.—A. N. Henson.

Oklahoma City, Okla.—T. C. Thatcher, pres. and mgr. of the Oklahoma City Mill & Elvtr. Co., has become vice pres. of the Arkansas City Mlg. properties, recently bot by the Kansas Mill & Elvtr. Co. He will have general supervision of the Kell mills here, at Perry, St. Louis and Arkansas City.

Lone Wolf, Okla.—Frank Ottinger and Gee Kendrick have leased the elvtr. here known as the Cox-Henry Elvtr. and will conduct a general grain business. Mr. Ottinger has been with the Farmers Co-op. Ass'n for some time, while Mr. Kendrick has been local mgr. for the Chickasha Mlg. Co. for the past 7 years. The firm name will be the Orient Grain Co.

Jefferson, Okla.—Another unit of cement storage tanks has just been completed for the Hacker Flour Mills, increasing capacity to 250,000-bus. This mill is perhaps the largest in the United States owned and managed by a woman. The former owner, W. T. Hacker, died last July and since that time Mrs. Hacker has had the entire management of the mills here and also a string of 5 elvtrs. along the Rock Island line.—T. E. Beck, Co-operative Elvtr.

OREGON

Oregon City, Ore.—The plant formerly operated by the Portland Flour Mills is not in operation, and there is no elvtr. here.—X.

North Powder, Ore.—Construction is well along on our 25,000-bu. elvtr. adjacent to our warehouse. It will be completed in time to handle this year's crop. It is being built of fir and larch cribbing and will require 180,000 ft. of lumber. The machinery will consist of a Monitor 7-B Ball Bearing Cleaner, air dump, Fairbanks Scales and Fairbanks-Morse Type EH Self-Ventilating Enclosed Motors for each machine unit. Estimated cost of elvtr. is \$15,000. When our elvtr. is completed we will have a storage capacity of 62,000 bus, sacked wheat in our flour mill, warehouses and elvtr.—North Powder M. & M. Co.

PENNSYLVANIA

Philadelphia, Pa.—Robert Morris has retired from the grain business. His place as chairman of the grain com'te of the Commercial Exchange will be filled by Albert L. Hood.

Pittsburgh, Pa.—At the annual meeting of the Grain & Hay Exchange on June 7, A. J. Gosser, D. V. Heck and W. L. Walton were re-elected to the board of directors. Organization of the board resulted in Mr. Gosser, pres.; Roy V. Harper, vice pres.; I. N. Daker, sec'y, and John Floyd, treas.

SOUTH DAKOTA

Lake Andes, S. D.—The Farmers Co-op. Co. will build a coal shed at its plant.

Ardmore, S. D.—This town is badly in need of a grain elvtr. to handle this year's crop.

Aberdeen, S. D.—We are no longer in the grain business and have no successor.—Aberdeen Mill Co.

Mansfield, S. D.—Robert L. Scandrett has succeeded A. G. Bruce as mgr. of the Farmers Co-op. Elvtr. Co.

Hudson, S. D.—G. E. Calnon is installing a feed grinding outfit in the elvtr. he recently bot here.—Allen & Jones.

Rauville (Watertown p. o.), S. D.—A coal shed belonging to the Rauville Grain Co. was destroyed by fire June 2.

Tabor, S. D.—The Glynn elvtr., which burned May 25, was owned by the Tabor State Bank, which does not plan on rebuilding at present.—X.

Fairview, S. D.—Our main elvtr. was not burned. The one burned was bot 4 years ago and was a small house of 12,000 to 15,000 bu. capacity. We will paint and improve our elvtr.—W. P. Manning, mgr., Farmers Co-op. Grain Co.

TENNESSEE

Shelbyville, Tenn.—The Dixie Grain Co. has rebuilt its plant and added new equipment for the manufacture of horse, dairy and poultry feeds.

Hollywood, Tenn.—We bot a site here, but have not made any further plans or developments, nor do we expect to do so in the immediate future.—The Sheets Elvtr. Co., Cleveland, O. (Hollywood is a suburb of Memphis.)

Memphis, Tenn.—The city commissioners rejected the proposition to include in a city referendum \$1,500,000 of bonds for the purpose of erecting a public grain elvtr. Several interests, including the grain and feed trade, were backing the movement.

TEXAS

Ladonia, Tex.—We are out of the grain business.—R. C. Haden.

Comanche, Tex.—Brightman & Sons have installed a new grain elvtr.

Miami, Tex.—John D. Hunter is now mgr. of the Great West Mill & Elvtr. Co.

Hico, Tex.—Henry Weiser has leased the J. F. Weiser & Co. mill property and will handle grain.

San Juan, Tex.—The Valley Grain & Elvtr. Co. has increased its capital stock from \$50,000 to \$80,000.

Hale Center, Tex.—L. J. Halbert of Plainview has bot the elvtr. of W. L. Porter and took charge June 1.

Fort Worth, Tex.—Some bags stored in a warehouse of the Kimbell Mlg. Co. were badly damaged by fire on June 4.

Del Rio, Tex.—J. L. Barnes has bot the grain business of J. W. Doran.

Hearne, Tex.—The warehouse of the Brazos Grain Co. was recently destroyed by fire. The loss of \$2,500 was covered by insurance.

Brownwood, Tex.—The Brownwood Elvtrs., incorporated; capital stock, \$25,000, by Henry Stallings, W. P. Logan and A. A. Horne.

Donna, Tex.—O. A. Prather and E. P. Archer of Weslaco have bot the feed and seed store of A. G. Hodges. O. A. Prather, Jr., will be in charge.

Texas City, Tex.—The contemplated improvements to our elvtr. will not take definite shape before next spring.—Texas City Terminal Railway Co.

Seguin, Tex.—Jim Morris, colored, a helper at the Citizen's Mill & Elvtr. Co., died recently from injuries received at the elvtr. when he fell into the corn elvtr. and injured his head.

Channing, Tex.—Work has been completed on the remodeling of the Collins Grain Co.'s elvtr. The storage capacity has been increased from 6,000 to 20,000 bu. and the height of the building raised from 22 to 54 ft.

Sherman, Tex.—W. L. Frank, formerly with the Wm. Fell Flour Mills, and, prior to that, with the Grain & Cotton Exchange, is now with the Packers and Stock Yards Administration of the U. S. Department of Agriculture.

Bomarton, Tex.—The Stallings Grain & Coal Co. of Seymour has bot the Bomarton Grain & Elvtr. Co. of T. H. Goosetree. The latter has bot the Seymour flour mill and will operate under the name of the Seymour Mill & Elvtr. Co.

Fort Worth, Tex.—The Rayford Grain & Commission Co. incorporated and opened offices in the Anderson building. James Rayford has applied for membership in the Grain & Cotton Exchange. He was formerly engaged in the grain business at Sherman, Tex.

San Antonio, Tex.—Our corn mlg. and shelling plant was destroyed by fire April 9. The value, including contents, was \$16,000, with insurance of \$13,000. We have not yet decided to rebuild. The warehouse and office were not damaged.—R. N. Garrett, owner, Southern Grain & Seed Co.

Brownwood, Tex.—Work is almost completed on the new plant of the Austin Mill & Grain Co. The building is almost finished and machinery is being installed. The plant will be ready for active operation by August 1. It will have room for 160,000 bu. The Stevens Engineering & Construction Co. designed and is building this elvtr.

Dallas, Tex.—The Burrus Elvtr. Co. has installed a Humphrey Employees' Elvtr., 108 ft. high, and equipped with Humphrey Electric Silent Chain Drive, using a 5-h.p. motor and safety knife switch. This machine was regularly equipped with the Humphrey Automatic Stop Device. Another feature of this installation was the Humphrey Anti-Slam Device at the head of the machine which carries steps over the top with ease and quietness.

UTAH

Ogden, Utah.—We are starting construction at once on an addition to our grain storage elvtr., which will increase our storage capacity 600,000 bu., making our total storage 1,300,000 bu. We are also building an addition to our flour warehouse, increasing the storage capacity 12,000 bbls.—Globe Grain & Mlg. Co.

WASHINGTON

Seattle, Wash.—The Seattle Futures Market now opens at 6:30 a. m. and closes at 10:30 a. m. and on Saturdays at 9:15 a. m., or 15 minutes after the Chicago close.

Oakdale, Wash.—A warrant charging Fred C. Barron, 25, former warehouse operator here and at Fletcher with misappropriation of between \$25,000 and \$35,000 worth of grain, was sworn out on June 6. He is said to have left town some time ago. His warehouses, believed to have contained the grain, were discovered to be empty, following his departure. A carload of oats he was said to have shipped was intercepted and returned, and his warehouse was bonded for \$8,000.

WISCONSIN

Algoma, Wis.—We expect to install some new machinery.—Algoma Farmers Co-op. Co.

Sawyer, Wis.—We will change to electric power at our elvtr. here.—Tewles & Brandeis.

Askeaton (Greenleaf p. o.), Wis.—The elvtr. here will be improved and the floor strengthened.—R. G. Wells Co.

New Richmond, Wis.—We are building a new 25,000-bu. warehouse of concrete and wood.—New Richmond Roller Mills Co.

Black River Falls, Wis.—Bruce Van Gordon has bot the elvtr. of the Farmers Home Elvtr. Co., which has gone out of business.

Beaver Dam, Wis.—I. K. Mayer installed a mixing machine this spring and a new Sprout-Waldron 24-in. Grinder.—L. J. Hartzheim.

Marshfield, Wis.—We recently installed a new attrition mill and are overhauling our plant. We expect to install an oil burner heating plant before fall.—Marshfield Mlg. Co.

Amery, Wis.—The Northern Supply Co. Retail Stores incorporated; capital, \$150,000; by John Langenbach, E. M. Fay and S. M. Lien. This company operates a line of elvtrs.

Fall Creek, Wis.—There is a scoop shoveler operating here. He has no building here. Edgar Farrington is now mgr. of the Fall Creek Farmers Grain Co.—Niebuhr & Son.

Lomira, Wis.—We added the livestock business to our present business, so that we could get in touch with every farmer in the vicinity. There is nothing more interesting than the cattle business at present. We are buying fresh milkers and springers from anyone who has them to sell, then give others the opportunity to buy from us. Then we also buy any other livestock that is for sale and have our regular shipping day each week when we ship to Chicago.—Joe Straub, Lomira Elvtr. Co.

MILWAUKEE LETTER.

Minneapolis barley quotations are now posted by the Chamber of Commerce at 15-minute intervals.

The finance com'te for the Chamber of Commerce fixed the old rate of interest, 6%, as the rate for June for advances on Bs/L.

Kenneth L. Burns of the Globe Mlg. Co., Watertown, Wis., was recently elected to membership in the Chamber of Commerce.

WYOMING

Powell, Wyo.—On May 2 the writer bot the A. D. Persson elvtr. at this place. We are also operating the Powell elvtr. under a lease. Both elvtrs. here are now under the same management.—C. G. Caldwell, mgr., Powell Elvtr.

Armours and Rosenbaums Make Settlement.

Under the decision by Arbitrator Brown the Armour Grain Co. was required to pay over to the J. Rosenbaum Grain Co. \$1,600,000 by May 10 in the liquidation of the Grain Marketing Co., on account of wheat put into the marketing company by the Armour Grain Co. at an excessive valuation.

A final settlement of the account was made June 25 by the J. Rosenbaum Grain Co. taking over the Armour Grain Co.'s interest in the Minnesota Elevator, Armour Elevator A and Armour Elevator B, all on Goose Island. The lease held by the Armour Grain Co. on the Chicago & North-Western Ry. Co.'s Calumet Terminal Elevator also is taken over by the J. Rosenbaum Grain Co. The amounts paid for the properties have not been announced.

A preliminary estimate of grain procurement in Russia for the season up to June 1 is 12,000,000 short tons, compared with 10,200,000 for the same period in 1925-26.

The first combine in that section of the state will operate in Jackson county, Ill., this year. S. R. Lichliter, near Finney Station, will start operation of a machine that cuts, threshes and sacks the wheat, starting in his own 500 acre wheat field.

Buyer Forced to Pay the Freight.

The Williamson Grocery Co., of Williamson, W. Va., bot a car of cracked corn thru a merchandise broker from the Wentworth Milling Co., of Chicago, Ill., to be delivered at Williamson, freight prepaid. The milling company delivered the car to a connecting carrier at Chicago Sept. 27, 1923, with S/O B/L, and the car arrived at Williamson Oct. 5. The grocery company paid the draft, got the B/L, presented it, had the car delivered for unloading at 1 p. m., Oct. 6, and at noon Oct. 8 had the car unloaded and surrendered.

The B/L read that the freight should be collected from the person to whom the shipment was delivered; but the way bill showed that the freight, \$110.83, had been paid.

By a long standing agreement between the railway and the grocery company 48 hours after delivery was allowed for payment of freight bills.

The grocery company sold the corn with the understanding that the freight had been paid before the railway made any claim for freight and at a price based on prepayment of the freight, so that if it paid the freight it would have a loss instead of a profit on the corn.

On Jan. 14, next year, the grocery company was notified that the freight had not been paid and a formal demand for payment was made June 5, 1924.

Bankruptcy in the meantime overtook the shipper, the Wentworth Milling Co. When the grocery company refused to pay the Norfolk & Western Ry. Co. started suit, the lower court deciding in favor of defendant.

The Supreme Court of Appeals of West Virginia, reversing this decision May 3, 1927, said:

Defendant seeks to escape this liability on the ground that the carrier is estopped from recovery, because it misled defendant by delivering to it the waybill, which erroneously showed the freight had been paid, in consequence of which defendant sold its corn for a less price than it otherwise would have done. The trial court held that this erroneous waybill, so delivered, estopped plaintiff from recovery for the jury was instructed that, if it believed from the evidence that at the time the corn was delivered plaintiff represented to defendant that the freight had been prepaid, by giving it a freight bill showing payment of the freight, and that before defendant knew that this was a mistake, and the freight had not been paid, it sold the corn at a price from which it would suffer loss if now compelled to pay the freight charges, and that defendant at that time believed and had reason to believe that the freight bill had been paid, then the verdict should be for defendant.

The federal statute (Barnes' Fed. Code 1922 Sup. § 7886 [U. S. Comp. St. § 8565]), requires that the carrier shall collect the freight charges, and shall not, directly or indirectly, by any scheme or device, make any rebate or undercharge. It must treat all persons alike in its charges for service of transportation, who are similarly situated, and who are served under like circumstances and conditions.

So that, if the carrier charges and receives only a part of the lawful tariff on a shipment, and the shipper or consignee pays the same in good faith, relying upon the statement of the carrier that the payment is in full, neither the shipper, consignee nor carrier is bound by the settlement. Many federal cases so hold.

These decisions are based on the fact that the consignee or shipper of an interstate shipment knows that the property is subject to the carrier's lien, and is charged with knowledge of the lawful tariff rates, and knows that the carrier is prohibited from charging or receiving less than the lawful tariff rates.

It seems to be well established that a consignee cannot accept an interstate shipment without becoming liable for the carrier's lawful charges, known or unknown, supposed to be prepaid or otherwise, no matter what relation exists between the shipper and the consignee.

-138 S. E. Rep. 102.

Damage suits are probable where an obsolete wagon dump is still in use.

Grasshoppers threatened to strip more than 20,000 acres of grazing and grain land in the Tule lake district of Modoc and Siskiyou counties in northern California recently. One army of insects struck out on the west side of Tule lake and stripped 100 acres of grain of every shoot of green. Thirty tons of poisoned bran and molasses were distributed in the fight to hold the front against the hoppers.

Miami Valley Dealers Will Buy on Grade

(Continued from page 731)

cultivated examples of nature's horticultural beauty.

At each place an ornate paper cap and a highly-colored balloon awaiting the prompt attention accorded each.

Hilarity ran riot. The food followed suit.

Mr. Pool asked the blessing.

Evening's Program.

V. E. CHAMBERS, Sidney, Chairman of this festive occasion, was the able toastmaster that kept interest and laughter running neck in neck.

DR. W. D. STOCKSTILL, a worth-while humorist, proved an entertaining stimulant to digestion. Tribute was fittingly accorded Col. "Lucky" Lindbergh.

PHIL SAYLES and N. G. BENNETT, presidents of the two state grain dealers associations, were saluted and applauded for the splendid work both were doing.

HUGH DIAMOND, a witty Irish humorist, flavored his cleverness with patriotism.

CARL S. LOHREY, a magician of fame, mystified his spellbound audience with the supernatural.

On With the Dance.

The evening's program closed at ten, just in time to permit the few that neither cared to dance or watch the frolicking that followed to get home at an early hour. Most everyone, however, stayed for the Grand March and Souvenir Presentation. It was a gala affair.

Dancing to the rhythmic syncopations of a six-piece talented orchestra continued at "peak load" till 'most midnight, when all good fellows bid their generous hosts a pleasant "I thank you."

The Hosts.

THE COM'ITE responsible for this occasion and delightful entertainment were the track buyers and the machinery men of Sidney. V. E. Chambers was chairman of the event. The two remaining brokerage houses sharing honors were E. T. Custenborder & Co., and J. E. Wells & Co. The three machinery manufacturers or representatives thereof were the Sidney Grain Machinery Co., by Carl F. Berger, Manager; "Joe" M. Bell and John G. Troester, representing the Bauer Bros. Co., and the Union Iron Works, respectively.

Other Sidney hosts were: Mrs. V. E. Chambers and daughter, Mrs. E. T. Custenborder, Mrs. John G. Troester, Mr. and Mrs. J. C. Custenborder, Mrs. J. M. Bell, Mr. and Mrs. Harry F. Custenborder, Mr. and Mrs. C. H. Ginn, Mrs. Carl F. Berger, Mr. and Mrs. C. E. Wilkinson, Mr. and Mrs. J. W. Simmons, W. E. Alton, George Allinger, W. H. Persinger, Henry Miller, Edwin F. Leving, Mr. and Mrs. W. D. Stockstill, and Misses Janice Richeson, Frances Thompson, Wilma Hildebrand, Martha Shaffer, Lyda Lucas, Donna Ruth Kelly, Mildred Martin, Elsie Piper, Minnie Hennessey, Zella Wells, and a half dozen others. J. C. Custenborder led the ladies' tour.

W. M. BLACK, a former grain dealer of Ohio, now residing in Long Beach, California, arranged to be in Sidney at this time that he might renew valued acquaintances. His wife joined him. It is reported that he recently struck oil on some of his real estate holdings in the glorious west.

PHIL SAYLES and his wife drove over from Columbus for the special occasion. J. C. Johnstone came down from Cleveland.

V. E. BUTLER (Indianapolis), H. F. De Land (Columbus), and H. G. Pyle (Troy), all representing the Grain Dealers National Mutual Fire Insurance Co. greeted those attending this convention.

REGISTRATION was in charge of H. F. DeLand and H. G. Pyle. Badges were issued with the compliments of the Grain Dealers Mutual Fire. One hundred and eighty-six regis-

tered all together, who with the half-dozen or so that came in late that were unable to have their "John Henry" on the books, approximately made up the anticipated attendance of two hundred.

SHELDON B. ACKERMAN and Eli T. Dickey of The Ackerman Co. of Lima, shared the distinction of upholding the dignity of the seed trade.

FROM INDIANA came Mr. and Mrs. W. D. Anderson and Pierce Anderson, of Union City.

PIQUA delegates included W. E. Nicodemus and wife, E. D. Fristoe, W. M. Bayer and wife, L. W. Pool and wife, George W. Looney and Miss Anna Taylor.

TROY delegates were Jesse Lewis, Charles Rehmer, John K. Martin, and H. G. Pyle of the Grain Dealers National Mutual Fire Insurance Co.

NEW BREMEN natives were Frank Kuenning and wife, and Ferd G. Shafer and wife. Also W. O. Loy and wife from Kettlersville.

Other country shippers were: L. A. DeBolt, C. H. Miller and D. A. Bricker, Rockford; J. D. Inderrieden, W. S. Taggart and Mrs. E. J. Wendell, Fort Laramie; Charles E. Durr, J. H. Coddington and W. E. Moon, Conover; L. R. Good and Mr. and Mrs. Carl M. Good and daughter, Bloomdale; H. L. Powell, E. W. Loy and J. Menke, Greenville, also Clarence Steffen of Stelvideo, Greenville p. o., R. F. D. No. 7; Floyd E. Heigel, Leipsic; John Homan, Burkettsville; Ira D. King, Swanders; Mrs. W. M. Toman, Gettysburg; James Rudy and wife, Covington; E. A. Falknor and wife and A. B. Jones and wife, West Milton; C. H. Ferguson, Dawn.

Thomas G. Stephenson and wife and daughter and C. W. Andrews and wife, Maplewood; O. B. and Inez Armstrong and John W. Miller, Osborne; George E. Stephenson and Mr. and Mrs. G. O. Weimer, Rosewood; Mr. and Mrs. J. B. Studebaker and Mr. and Mrs. H. E. Brubaker, New Carlisle; W. C. Zuercher and Wilber Wonger, Pandora; C. K. Graham and wife and J. C. Reichelderfer, Cridersville; Mr. and Mrs. J. M. Pence and Mr. and Mrs. Shurl Miller, Jackson Center; N. G. Bennett and wife and T. R. Shively and wife, McComb; W. M. Young and Miss Lucille Young, Anna; Mr. and Mrs. E. L. Alton, St. Paris.

Mr. and Mrs. J. R. Helman, Bloomer; Albert Rudy and wife, Pleasant Hill; Mr. and Mrs. N. S. Nisonger, Lake View; Charles O. Etzler and wife, Verona; Will E. Schlientz, Eaton; H. R. Trick, Eldorado; Mr. and Mrs. W. C. Mote, Laura; H. Grover and wife, Hicksville; J. M. Adlard, Lockington; Fred A. Abbott, Bluffton; O. E. Bowers, Beaver Dam; I. C. Miller, Huntsville, and Paul Hance, Tippecanoe City.

Delay in Transit Not Sufficient.

The Supreme Court of Kansas on Mar. 12, 1927, decided against C. R. Bollier of his suit against the Missouri Pacific for alleged delay in transporting a car of barley from Towner, Colo., to Kansas City, Mo.

The car left Towner on October 18, and arrived in Kansas City Saturday evening, October 25; and it should have arrived on Friday evening, October 24. It was sold on Tuesday, October 28, on a market which had been declining for several days. Plaintiff sued for \$160.47.

The court said: Prior to the sale of carload barley on the Kansas City market, it was necessary that it be subjected to official inspection by Missouri state authorities, and that such inspection was only rendered in the afternoon of each business day except Saturday, and it was shown that, if the carload had arrived on time, Friday evening, October 24, it could not have been inspected until Monday afternoon, October 27, and therefore not ready for market until Tuesday, October 28. Arriving on Saturday, October 25, as it did, it was inspected on Monday, October 27, and sold on Tuesday, October 28, precisely as it would have been if the barley had been transported without delay and had arrived in Kansas City Friday evening as the jury found it should have done.

It therefore became obvious to the triers of the facts, the jury, that the delay in transportation and delivery of the shipment occasioned plaintiff no damage; and therefore the general verdict and judgment for defendant contains no error, and must be affirmed.—254 Pac. Rep. 390.

Total Italian wheat imports for the first eight months of the present season based on preliminary estimates for February and March, were 58 per cent greater than in 1925-26.

Liability for Shipment of Feed Spoiling in Transit.

So many buyers of feed are not up-to-date in their methods of dealing with claims against railroads that their lack of attention to the detail of making a record of conditions at time of arrival makes it difficult for the manufacturer or the buyer to collect.

As a remedy the International Sugar Feed Co. attaches direct to the invoice the following:

SPECIAL NOTICE.

All Feed and Grain Commodities Are Perishable.

We guarantee all feed and grain shipped by us will reach destination in sound merchantable condition. We guarantee all shipments will unload in first-class condition if handled promptly on arrival, then our responsibility ceases.

What to Do in Case of Shortage or Damage.

All shipments leave mill in good condition and properly counted. If goods arrive in damaged condition, immediately notify R. R. Agent and have him examine same and condition of car, making a written notation on the freight bill of the specific amount of your damage, either in dollars and cents or extent or percentage of damage to the goods actually affected and cause of such damage.

When shipment arrives short have the R. R. Agent count contents of car and make written notation on the freight bill of actual amount short and the in-bound seal record of the car.

Should agent refuse to examine damaged goods or count contents in case of shortage, consignee must furnish sworn affidavit certifying to number of sacks damaged, cause thereof, and extent of loss. When shortage exists complete seal record must be included in affidavit.

We cannot allow your claim on us for damage or shortage unless you comply with these instructions. All claims against railroad must be filed within four months after arrival at destination. Railroad will not pay damage or shortage claim if specific amount of damage or shortage is not noted on the expense bill by their agent or else substantiated by customer's affidavit.

Compliance with the above instructions will insure prompt settlement by us.

INTERNATIONAL SUGAR FEED CO.

E. P. MacNicol, sec'y of the Southern Mixed Feed Manufacturers Ass'n, has given the "Notice" his approval by circulating it for the information of his members. All others will profit by copying.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.

Feedstuffs

San Francisco, Cal.—During the month of May 242-T of bran were received here.

Antigo, Wis.—Shields & Kopeschke Feed Mill recently burned with a loss of \$10,000.

Los Angeles, Cal.—A large corn sugar factory is to be established here by capitalists.

Louisville, Ky.—Ballard & Ballard have applied for membership in the Southern Mixed Feed Manufacturers Ass'n.

Chicago, Ill.—The Quaker Oats Co. has been granted a license to use the Steenbock process for imparting vitamin D to foods and feeds.

Grain Belt Mills Co., South St. Joseph, Mo., filed trademark Ser. No. 248,661, "GEE-BEE MOLASSES LUMPS," particularly descriptive of cattle feed.

Monroeville, O.—Herrman-McLean Co. will rebuild the old Baker Mills here into a modern feed plant, to replace properties lost by fire last December in Cleveland.

Buffalo, N. Y.—The Maritime Mfg. Co. is enlarging its office in the Chamber of Commerce building. This company recently completed an elvtr. and molasses feed plant.

Bryan, Tex.—The planting of feed crops such as darso, feterita, kaffir, milo, millet and hegari, to replace corn, is being recommended the producers by E. A. Miller, agronomist for the A. & M. College here.

Chicago, Ill.—The Millers' National Federation is distributing pamphlets containing the recommendations of the American Railway Ass'n as to the key sack method for the loading of grain products and flour.

Ft. Wayne, Ind.—The McMillen Co. will let contracts for a concrete building to contain 30,000 bu. grain storage and a 500-bu. per hour Randolph Direct Heat Grain Drier. The S. T. Edwards Co. is the engineer.

Woodburn, Ore.—We have installed new machinery and have a complete feed manufacturing plant, putting out feeds under our own brand "Community Brand." Disposed of all flour machinery and will not make flour.—Woodburn Mfg. Co.

Kansas City, Mo.—Rowland J. Clark is now chairman of the Publicity Com'te of the American Ass'n of Cereal Chemists, having just been appointed to this post by the new president, Leslie R. Olsen of the International Mfg. Co. of Minneapolis, Minn. Mr. Clark is most capable, and in fact is a past president, having held office this past term.

The following ration is one suggested by the Colorado Agricultural College in the feeding of calves: ground oats, one part; ground barley, one part; wheat bran, one part; skim milk and hay. Corn meal or kafir meal may be substituted for the ground barley in the above mixture. Experiments have shown that this feed is equally good for the calves as whole milk.

Memphis, Tenn.—Within the next few days bulletins will go forward to members of the Southern Mixed Feed Manufacturers Ass'n bearing on subjects brot up at the French Lick Springs meeting. They will be on: Suggested survey for arriving at small package costs, with a view to recommending an adequate differential; further protection for uniform sales contracts; extent of manufacturer's liability on shipments; the National Dairy Show which will be held the latter part of October; the combating of adverse opinion by underwriters on feed plants as a bad risk.—Sec'y E. P. Macnicol.

The Mississippi flood has covered more than 3,000,000 acres of crop land in five states.

American Feed Manufacturers at French Lick

The largest meeting in the history of the American Feed Manufacturer's Ass'n was held at the French Lick Springs Hotel on June 9, 10 and 11. Between two and three hundred delegates registered.

Pleasantly sandwiched in between the important addresses and discussions of the morning business sessions, which were well arranged and held from ten until twelve-thirty, were competitive matches in golf and the numerous other sports afforded by French Lick, Ind. The baths, for which this resort is renowned, were indulged in and enjoyed, contributing in making every moment of the three-day "outing" even pleasanter than anticipated.

Sorrow for the death of E. W. Elmore, ex-president of the organization was touchingly expressed.

President's Address.

The first session was called to order by the president of the organization, W. E. SUITS of Chicago.

Executive Com'te Report.

D. W. McMILLEN, acting chairman of the Executive Com'te, emphasized statements set up by President Suits in referring to the activities of this administrative body in the following:

Your Executive Com'te has met quite regularly during the past year and has invited to most of its meetings any manufacturer who is a member of the Ass'n, in the hope that suggestions from the membership might guide it in its deliberations.

At the time of our last meeting here one year ago, eight or ten men were called together with the thought in mind of bettering some of the conditions which prevail in the mixed feed industry. As a result of this meeting, a number of manufacturers of the Chicago district sent the following communication to the manufacturers in the North Central States:

"The undersigned manufacturers of mixed feeds have recently discussed certain practices of the trade, such as excessively long term contracts, with prices guaranteed against decline, and feel that a discussion of these and other practices with a larger group of manufacturers

of the north central states, would be beneficial to the health of the industry.

"They, therefore, invite you to a conference to be held at 12 M June 16th, 1926, at the Union League Club, Chicago."

This conference was held at the Union League Club in Chicago, with about thirty manufacturers present from Chicago, Bloomington, Indianapolis, Fort Wayne, Hammond, Detroit, Minneapolis, St. Louis, St. Joseph, Cleveland, Cincinnati, Toledo, Milwaukee, Wausau and Oneonta.

M. M. Nowak was chosen as chairman of the conference.

Some of the activities of the Southern Feed Manufacturers Ass'n relative to the adoption of uniform sales contract which limited sales to sixty days, and without any guaranty against decline, were explained, after which several extracts from this uniform sales contract were read.

After much discussion, the conference adopted a resolution stating "that it is the sense of this conference that a com'te be appointed to attend a similar conference of Eastern feed manufacturers to be called at Buffalo, with authority to co-operate with a like com'te, appointed by the Buffalo conference, in an attempt to work out a legal plan for improvement in the mixed feed industry, and that the Joint Com'te be further requested to present a plan to interested manufacturers for the creation of a permanent organization, or recommendations that will best effect such improvements."

A com'te was appointed by the chairman consisting of R. W. Chapin, S. Mowat, A. E. Lippelman, D. W. McMillen, M. M. Nowak. This com'te journeyed to Buffalo and did meet with said com'te of Eastern feed manufacturers.

This joint com'te, after much deliberation, did adjourn harmoniously, agreeing that "he who is without sin should cast the first stone."

Altho nothing definite was accomplished at these conferences, I believe that we are indebted to Max Nowak for his effort to correct an evil which surely does exist in the industry.

Regardless of all that has been said and done regarding long time contracts, some of our brethren have attempted as early as May, 1927, to hazard a guess as to what should be charged for dairy feed during the balance of the calendar year. And furthermore they have been willing to state to their trade that it was time for them to buy, and that they were willing to sell; this in spite of the fact that at the time this paper is written we have no quotations on new cottonseed meal; old cottonseed meal cannot be purchased beyond July except at a big advance over present prices; no price on Gluten feed beyond September; mill feeds not quoted beyond September; no real low has been reached in any of the basic commodities.

The buyer has no way of knowing at this time what he will need, with weather and crop conditions the most uncertain we have known in many years.

Gentlemen, if we are in business for the purpose of speculating, why own a feed plant?

Another conference of Mid-West feed manufacturers was called in Chicago on Feb. 8, and was attended by 30 representatives for the purpose of considering the subject of co-operative advertising. H. A. Abbott was selected as chairman.

Mr. Abbott introduced E. B. Savage of the International Sugar Feed Co., who advocated the careful consideration of some plan for a united effort of all feed manufacturers in a co-ordinated effort to promote an increased in-

RED COMB MASHES

Complex
Mineral Balanced

Mineralized Mineralized Mineralized



Write for Our Dealer's Proposition
(Enclose this advertisement)

Hales & Hunter Co.

327 S. La Salle St.

Chicago, Ill.

GREENDALE FEEDS

Sweet Feeds,
Mashes, Scratch,
Poultry, Horse,
Mule, Hog and
Stock

Scientifically
Prepared from
Best
Ingredients
Obtainable

CRACKED CORN

GROUND OATS

Get in early and handle the

COMPLETE LINE

GREENDALE MILLS, Inc.

JOHN A. SHIELDS, Gen'l Mgr.

Lawrenceburg, Ind.

MINROL-PROTIN

The Complete
Poultry Mineral

Full information and prices
on request

The Concentrate Products Co.

549 W. Randolph St.

Chicago

Interest in honestly manufactured and truthfully labeled mixed rations and, in turn, introduced Murray Guthrie of the firm of Harrison & Guthrie, who presented a recent survey made by his company on the subject and the benefits likely to obtain from a well organized and intelligently conducted program of advertising.

Following a discussion participated in by each manufacturer present, the following resolution was adopted:

"That the chair appoint a committee to confer with advertising counsel to prepare a definite program of co-operative advertising, said program to include the scope of the plan and the manner of financing same and to present such plan to each manufacturer for his acceptance or rejection."

In accordance with the provisions of said resolution, Chairman Abbott has appointed the following: E. B. Savage, W. E. Suits, Searle Mowat, H. S. Austrian, and A. E. Lippelman, to serve as a committee for the purposes stated in the resolution.

Advertising—safe, sane, honest advertising, is essential, whether it be co-operative or individual. But we must back our advertising more than ever before, by an honest article.

Babson in one of his recent letters has well said:

"When advertising was new, a mere statement about your product on the printed page or billboard was enough to attract attention. Now that everyone is advertising, people have become hardened to promises. They want action. If Henry Ford will bring out a car that will beat anything else for the money, it will get more good will and business than millions of dollars in advertising the old model. If Gillette Safety Razor will develop a blade that will give thirty good shaves, it will create more interest than millions spent in advertising the old blade."

"Yes, people have become hardened to promises. The way to touch their imagination is with RESULTS."

It seems to the writer that in spite of some of the very absurd practices of the trade, the manufacturers of feed are seeking the truth as they never have done before.

Long time contracts and co-operative advertising, are important subjects. Yet there are some things which are being overlooked by many, which when put into practice will make these two subjects mere side lights on our road to further progress. For instance: A better feeling undoubtedly exists today between the colleges and the manufacturers of feed than ever before. In the past a barrier has been built between the educational institutions and feed manufacturers. The causes have been:

Lack of acquaintance with each other's job or function (suspicion); the belief that Educational Institutions are fighting feed manufacturers, and vice versa; unwillingness to keep up-to-date and follow agricultural college sug-

gestions and being impractical in what was manufactured; manufacture of feeds in order to dispose of certain excess products rather than be a help to the farmer to most economically feed his live stock; colleges unacquainted with how feeds are made; uninformed and unwise salesmen making careless statements.

Today all this is changing, and the reverse is coming true. Now each welcomes the other, better feeds are made, more practical feeds are manufactured, more of a desire to help and less desire to prosecute by colleges.

What it means to the feed industry to have colleges feel as they begin to feel now: Better relations between colleges and feed manufacturers reflects on to consumers; better feeds mean better results in the feed lot and a consequent increase in sales. Everyone enjoying more business now than in the past; going to colleges for help and advice, bringing the college men to the manufacturing plant, creates better feelings; better feelings engender perfect co-operation; thoro co-operation and clear understanding means that the colleges will be more tolerant in passing judgment on the manufacturers of better feeds. It is well to remember that men employed by feed companies and agricultural colleges are human individuals whose first natural law is self-preservation. They have one common purpose—"Help the farmer make more money." The measuring stick for success is different. They both teach and educate in a little different but very similar manner. One sells his labor, idea and knowledge, the other sells his labor and puts the one's idea onto the market thru a definite commodity; the college is a public servant supported by the taxes of all. It must serve the feed manufacturer as well as the farmer and show no partiality. If it does show partiality to the farmer or play its own hobby against the feed manufacturer, who is to show it the truth but the feed manufacturer; if relations are right, each can help the other. Then more feed will be sold and more meat, eggs and milk economically produced.

So in summing up the progress of the Feed Manufacturer, we must conclude that: They are co-operating in an educational way with the institutions which have been created for this purpose.

That they are advertising more ethically and more honestly than they have ever done before.

That thru their chemical laboratories, experiment farms and trained men who have a real knowledge of technical and practical nutrition; men who understand general agriculture and the practical needs of the farmer; they are manufacturing not only better feeds, but feeds which are more nearly meeting the demands of the farmer than they have ever done before.

In other words, as the manufacturer busies himself with the fundamental principles that he knows are at the foundation of a successful commercial feed business, he will have less time to worry and fret about some of the principles which are NOT fundamental in his business.

SECY L. F. BROWN, Chicago, read his annual report, which this year contained more of the legislative activities of governing bodies of the various states.

Mr. Brown's report appeared on Page 666 of the Journal for June 10th.

THE TREASURER'S report showed a balance of \$373.12 for the thirteen months to May 31, 1927, total receipts of \$21,711.35, disbursements of \$21,603.39, for a new balance of \$107.96.

DR. E. B. HART, Madison, Wis., illustrated his interesting lecture on "Calcium and Phosphorus in the Live Stock Industry," with lantern slides. Regarding the following formula: 80 parts yellow corn, 20 parts wheat middlings, 5 parts pearl grits, 5 parts raw bone meal, 1 part common salt, and skimmed milk ad libitum; Dr. Hart stressed the importance of yellow corn.

Dr. Hart's address will be published later.

President Suits appointed the following committeemen:

Nominating: J. E. Riley, A. F. Hopkins, O. E. M. Keller, E. R. Lauer, and H. A. Abbott. Auditing: W. O. Greene, J. M. Adam, and M. H. Howard.

Resolutions: A. P. Seay, D. G. Lowell, T. E. Snyder, R. P. Walden, and B. T. Manard.

Reception: T. E. Snyder, L. R. Hawley, and W. F. Becker, Jr.

Thursday Morning Session.

The second business session opened with a series of questions for Dr. Hart to answer. Among queries was one concerning the irradiation of feeds, to which he replied that Dr. Steenbach had found that irradiated foods

stored seventeen months were just as potent as when first treated. He warned against the indiscriminate irradiation of feeds, however, unless very carefully supervised for that process tends to dissipate Vitamin A, solution for which problem is yet unknown.

He also stated that from the standpoint of appetite it seemed that irradiated stereo dissolved in something like corn oil might eventually be used for food. He further stated that Vitamin D was not found in any feed product made from mammals, but that it was found in menhaden liver oil and sardine liver oil. Cod liver meal also has Vitamin D, but not Vitamin A.

DR. B. B. ROSS, Auburn, Alabama, pres. of the Ass'n of Feed Control Officials, spoke on "Some Notes on Recent Progress in the Field of Animal Nutrition."

JOHN B. EDGAR, Memphis, pres. of the Southern Mixed Feed Manufacturers' Ass'n, prepared an exhaustive treatise on "Uniform Accounting," which in the absence of Mr. Edgar, was presented by A. T. Pennington.

Too much enterprise and too little knowledge are responsible for most failures in business, in Mr. Edgar's worthy notion, while specifically the feed trade failures are directly traceable to speculation and ignorance.

Concerning perpetual inventory, we quote the following:

In view of the fact that much feed is manufactured on a continuous process, the flow being measured by volume rather than weight, and that changes must be made to take care of variation in the analyses of ingredients, it is particularly essential that such a perpetual inventory be kept so that there will be a check on the actual consumption of materials, as against theoretical consumption. There is also a shrinkage in materials which must be taken into consideration, and unless the theoretical amounts of materials that should have been consumed can be checked against the actual amounts consumed, as revealed at inventory time, the amount of such shrinkage and such variation cannot be accurately determined.

The perpetual inventory provides for a daily "break-down," showing the amount of each commodity which should have been consumed, based on the formulas upon which cost prices are being figured. This is not as complicated, or as expensive process as some might think. The plan provides for a daily sheet showing the formulas manufactured. The feed manufactured or shipped each day is listed on this sheet according to formulas the total of each formula taken. Another sheet is provided showing each ingredient used in the mill.

The total of each formula is then broken down into its respective ingredients and listed on this sheet, showing the various ingredients, and the amount of each material which should have been used that day is quickly obtained. It is a simple matter then to figure these ingredients at the market cost and credit them to the purchasing department through a journal.

Now the benefits of such a perpetual inventory are several-fold. Many mills use a perpetual inventory form which has a column for contract purchases not shipped, another column for purchases in transit, another column for purchases on track which have not been unloaded, and still another column for the material in their elevator or in the mill. By adding the amount unloaded today and deducting the amount used today, you always have the total amount of feed material which should be in the mill.

Such a record is very helpful to the purchasing department, not only because it gives a quick reference as to the amount on hand, the amount on track, and the amount in transit—but it shows the daily rate of consumption of each ingredient, and where kept for several years, enables a quick comparison with previous months and years. The careful use of a perpetual inventory in this way will enable the feed manufacturer to buy more nearly in accordance with his requirements, and a great saving can be effected in the way of turning over cash capital. My own firm has kept such a perpetual inventory for years and uses it in this way.

Regarding the adoption of a uniform system of accounting, Mr. Pennington expressed regret at the slowness shown by the southern trade. As for results, Mr. Pennington remarked that the individual industry accountant always had a system of his own which he thought was better than any other and when the question of putting in the prescribed uniform system



W. E. Suits, Chicago, Ill.
Re-elected President

arose he would condemn it, quite naturally, and that would be the end of its adoption.

THE ELECTION OF OFFICERS resulted in the choice of W. E. Suits, Chicago, for pres. (re-elected); E. B. Savage, Minneapolis, first vice pres.; W. R. Smith-Vaniz, Memphis, second vice pres.; C. A. Coddington, Cayuga, N. Y., third vice pres.; L. F. Brown, Chicago, sec'y; W. R. Anderson, Milwaukee, Wis., treasurer; R. M. Field, Chicago, traffic manager.

The executive com'te comprises D. W. McMillen, Fort Wayne, Ind., chairman; H. A. Abbott, Chicago; G. A. Chapman, Chicago; J. B. Edgar, Memphis; A. F. Seay, St. Louis; Searle Mowat, Detroit, Mich.

On the board of directors are A. M. Lippelman, Cincinnati; F. J. Ludwig, Boston; G. J. Stone, Fort Worth, Tex.; D. G. Lowell, Minneapolis; M. M. Nowak, Hammond, Ind.; J. Rapier, Owensboro, Ky.; Edward Drescher, St. Louis; George E. Todd, Buffalo; H. M. Goldsmith, Oneonta, N. Y.; H. L. Hanes, Nashville, Tenn.; G. W. Selders, Kansas City; E. R. Lauer, Milwaukee; O. E. M. Keller, Chicago; J. M. Wilson, Meridian, Miss.; J. M. Adam, St. Louis.

New Feed Trade Marks.

City Mills Co., Columbus, Ga., filed trademark Ser. No. 242,093, the words "COW BREAD," particularly descriptive of cow feed. This is accompanied by a print of the head of a cow against a background of corn and wheat.

The Colorado Milling & Elevator Co., Denver, Colo., also doing business as the Pacific Seed House, Salt Lake City, Utah, filed trademark Ser. No. 248,620, the letters "PAX," particularly descriptive of horse feed, cow feed, chicken feed, sheep feed, pig feed, and calf feed.

White Bros., Scotts, Mich., filed trademark Ser. No. 240,895, "WHITE'S EUREKA," particularly descriptive of corn, oats, cottonseed, linseed, bran, middlings, wheat, dairy feeds, salvage grain manufactured from wheat, oats, rye, barley, corn, buckwheat and cottonseed.

Adulteration and Misbranding.

F. W. Brode Corp., Memphis, Tenn., was fined \$50 and costs for shipping a quantity of cottonseed meal which was adulterated and misbranded in the name of the Blytheville Cotton Oil Co. from Blytheville, Ark., into the state of Tennessee.

International Vegetable Oil Co., Savannah, Ga., shipped 300 sacks of misbranded cottonseed meal into Florida short in ammonia content, according to federal findings. On April 24, 1926, the above company consented to costs, the execution of a \$100 bond, conditioned in part that the product be properly relabeled.

Coleman Cotton Oil Mill, Coleman, Tex., shipped 500 sacks of misbranded cottonseed cake to Pilot Rock, Ore., which was seized on a libel issued by the United States attorney for the district of Oregon, that the product was short in protein content, according to federal findings. On Jan. 11, 1927, Wood-Baxter & Co. appeared as claimant, consented to the payment of costs, the execution of \$1,000 bond, conditioned in part that the product be not sold until properly relabeled.

Forest City Cotton Oil Mill, Forest City, Ark., shipped 398 bags of cottonseed meal to Buffalo, N. Y., for which the attorney for the western district of New York filed a libel charging misbranding. The article was labeled in part "Protein 43%, Ammonia 8.37%, and Nitrogen 6.88%" while analysis showed it contained 41% protein, 6.56% nitrogen, and 7.98% ammonia. The shipment was released to the claimant upon payment of the costs and the execution of a \$1,000 bond, conditioned that it be not sold until correctly labeled.

Cairo Oil Mill Co., Cairo, Ill., appeared as claimant for 400 bags of cottonseed meal held at Buffalo, N. Y., and alleged in a libel to be short weight and misbranded in that the statement "100-lb. Net" borne on the label was false and misleading. The libel was filed by the United States attorney for the western district of New York. It was ordered by the court that the product be released to the claimant upon payment of costs, and execution of a \$900 bond, conditioned in part that it be relabeled under the supervision of the department of agriculture.

Paint spreads better and gives greater protection and has longer life when applied before the hottest summer days.

The Importance of the Country Elevator Operator.

This subject has been discussed pro and con ever since I've been in the grain business. I don't know why the middleman shouldn't be considered necessary. He renders a real service to both producer and consumer.

No man can know production, merchandising, distribution, manufacturing and various other phases of marketing grain all by himself. It is the grain man's duty to handle one phase and he does it efficiently.

The competitive method of handling grain is without doubt the best and most economical. Sufficient evidence is presented in the failure of the pooling organizations. In every case the elevators have handled the season's crop on a much smaller margin than the pools.—L. C. McMurtry, Pampa, Tex., before the 30th annual convention of the Texas Grain Dealers Ass'n.

Allis-Chalmers Vertical Grinder.

The new Allis-Chalmers Vertical Grinder is in principle a single head Attrition Mill for the grinding of grains or dry materials. That is, the principle of using a single head Attrition Mill in a vertical position using a Vertical motor and running one head 3600 RPM with one motor instead of having two heads running in opposite direction at 1800 RPM each.

The grinding results are said to be the same, and the machine has the advantage of having no seal rings to get out of order or to leak whole grain through.

The Vertical Grinder is equipped with the Allis-Chalmers type "AR" Enclosed Ventilated Motor, taking the air from the outside, circulating it through the motor, and returning it to the outside. This feature of construction is encouraged by the Fire Insurance Companies. The machine is equipped with Timken Bearings throughout.

It has grinding plates for various uses which have been designed to produce uniform product with low power consumption and to have long life. These plates are made from Allis-Chalmers own formulas and possess unusual hardness.

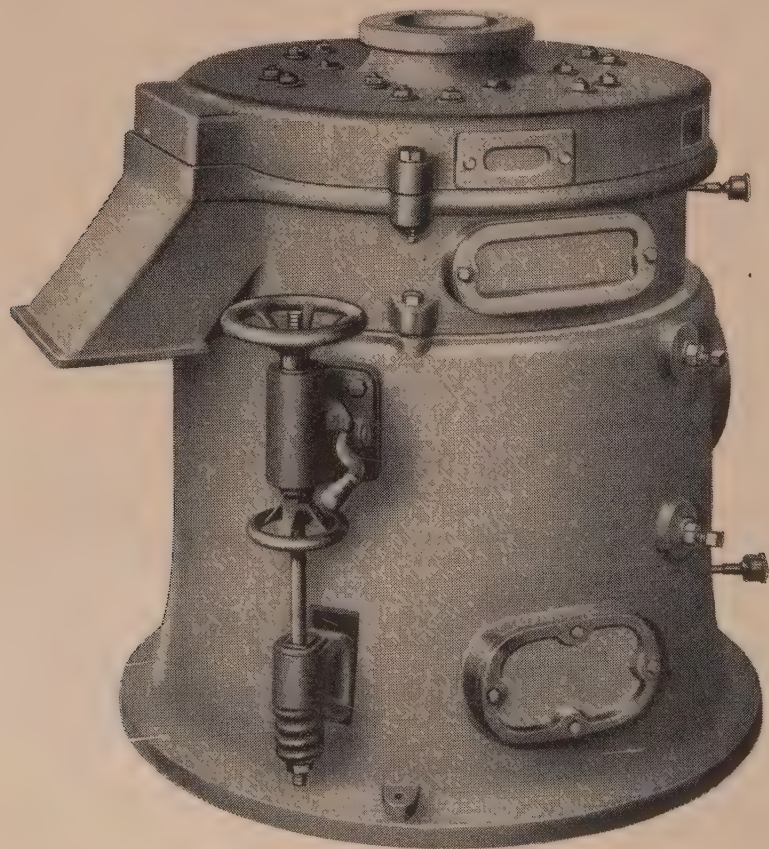
The rotating head is of steel and is balanced in the same manner as Allis-Chalmers steam turbines, and the machines are free from vibration. This is a mill possessing all the features of any double head mill, having a positive throw-out lever which will positively spread the plates when not in grinding position and without the use of springs. There is no possible chance for sticking or failure to spread when required. Adjustment is made to lock in position when once set and is very simple and effective.

The same care has been used in designing and building the Allis-Chalmers Vertical Grinder as is characteristic of all other Allis-Chalmers products, and this machine is being offered to the trade with the full assurance that it will properly do the work for which it is recommended.

It is built in four sizes having 25, 30, 40 or 50 H. P. motors, and is motor driven only. For alternating current, 60 cycle, 2 or 3 phase, 3600 RPM.

This machine requires very little floor space. In fact, it is only a little larger in diameter than a barrel requiring 36 in. diameter floor space and 36½ in. high.

The discharge from the Vertical Grinder is sufficiently high so that the product can be spouted into an elevator on the same floor as that on which the machine stands. This makes it possible for the operator to examine the product being ground at the mill and avoiding the necessity of elevators going into the basement. This is highly important in many small jobs, such as country elevators, or flour mills having concrete floors.



Allis-Chalmers Vertical Grinder

Supply Trade

Crestline, O.—The name of the Burch Plow Works has been changed to the Burch Corporation.

There is hardly anything in this world that some man cannot make a little worse and sell a little cheaper and the people who consider price only are this man's lawful prey.—Ruskin.

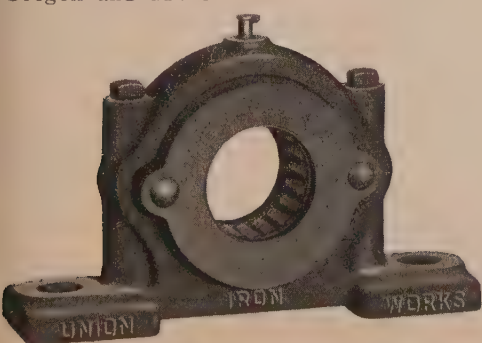
Milwaukee, Wis.—Grain elevator operators who are interested in the grinding of different grains, will find much of interest to them in Bulletin No. 1234 just issued by the Allis-Chalmers Mfg. Co. describing its vertical grinder. This machine in principle is a vertical attrition mill, and while primarily intended to grind grains of all kinds, it is well adapted to other products.

The production of portland cement in May was the greatest on record for that month in any year. Stocks of portland cement are 10 per cent in excess of the stocks at the end of May, 1926. The May output totaled 16,674,000 barrels, and shipments 16,857,000, compared respectively with 16,510,000 and 17,973,000 in the corresponding month last year. Stocks at the end of May were 23,471,000 barrels, compared with 21,255,000 a year previously.

Toledo, O.—O. W. Randolph of the O. W. Randolph Co., has just returned from a two weeks' trip to head of the lakes points inspecting the installations of Randolph Grain Driers in the Reliance Terminal Elevator, Consolidated Elevator, Northland Elevator, N. M. Paterson and Grand Trunk Pacific Elevator, all at Fort William, Ont. All these driers are used on wheat. Mr. Randolph stated that in his 23 years' experience in the grain business he had never before seen elevator operators drying the old wheat crop while the new crop was being planted.

Milwaukee, Wis.—No engineering office should be without Bulletin No. 160, issued by the Falk Corporation, containing complete engineering data for the selection of reducing gears for all services. Single, double and triple reduction gears are figured, the speed ratios running from nothing up to 300 to 1, thereby covering the widest range of usefulness. This Bulletin will help the engineer select the smallest unit that will meet the requirements, saving expense for the client, while guaranteeing the performance. Illustrated with 50 cross-section drawings with all dimensions given, and numerous half-tone engravings, this bulletin of 48 pages, 8½x11 inches is sent gratis to readers of the Journal on application to the Falk Corporation.

Complaint has been filed against the Washington Cereal Ass'n and the Oregon Cereal & Feed Ass'n by the Federal Trade Commission charging combination and conspiracy in restraint of trade in the sale of flour, cereal products and feeds. The two organizations represent 75 and 50 per cent respectively of the flour mills in Washington, Oregon and Idaho.

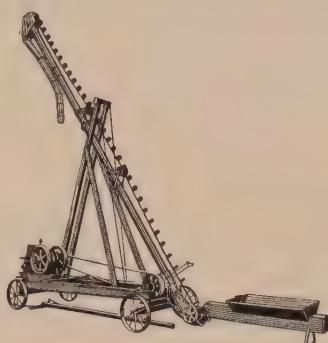


Hyatt Roller Bearing Pillow Block

Portable Car Loader.

The immense harvest of Turkey Hard wheat in the Southwest last season developed unprecedented demand for portable car loaders. These had to serve equally well for putting grain into cars or throwing it back in the great heaps that laid on the ground when the elevators could not immediately take care of it.

An Illinois company has been manufacturing this type of elevator for several years. A



Portable Car Loader

hopper into which grain is dumped has a screw conveyor which delivers the grain to the elevator boot. From here a chain equipped with flights carries it up a tube six inches in diameter and drops it into a spout for delivery into a car or bin.

The National Steel Tube Elevator is simply constructed to render years of trouble-free service. It is designed to handle 1,000 bus. per hour and to work at any angle up to 60 degrees.

Being mounted on wheels it can be quickly moved from point to point as required. A three horse power gasoline engine on the same mounting meets all power needs. This is an efficient and economical device for getting grain into cars wherever a regular elevator is not available. It is manufactured by the Portable Elevator Mfg. Co.

Superior Hyatt Roller Bearing Self-Aligning Pillow Blocks.

Realizing the many advantages of roller bearings the Union Iron Works has incorporated the Hyatt Roller Bearing Pillow Blocks in its shellers and cleaners, at a slight additional cost. In addition to furnishing new machines with roller bearings they are, also, in a position to furnish roller bearings for shellers and cleaners now in use. During the short time these have been on the market they have received many orders for new and replacement roller bearing equipment.

The Hyatt bearings are being used exclusively. In producing the bearing the very best parts of all kinds were used. All the bearings are made with hardened steel inner sleeves on which the rollers turn instead of turning on the shaft proper. This being the case the wear is reduced to a minimum and the bearing will give the maximum length of service. They require very little attention.

Hyatt bearings are true anti-friction bearings. They roll easily, eliminating the major friction load, thereby reducing wear both in the bearings and in the surrounding parts. Through the alternate arrangement of helically wound right and left hand rollers the lubricant is distributed over the entire bearing surface continuously.

Hyatt Roller bearings are long-lived. Unnumbered thousands of Hyatts have functioned many years day in and day out with minimum attention. Length of bearing life invariably governs the number of years the equipment as a whole will operate. Roller bearings add a valuable span to the equipment's productive days.

By using roller bearings the power required is reduced thirty per cent, thus, cutting down the power bill.

Insurance Companies are indorsing roller

bearings, and have approved their use as a step forward in reducing the fire hazard.

Write for complete circular on roller bearing equipment, and learn at what a slight advance you can purchase Hyatt Roller Bearing equipped machinery.

Anti-friction bearings properly installed can be depended upon to reduce the power needed to do a given amount of work.

Four corn borer protest meetings have been scheduled in the farmers' fight against compulsory cleanup campaigns being conducted by the federal government in Ohio and neighbor states. The thankless back-biters.

Wheat ground by 1,049 mills during April totaled 37,957,151 bushels, which was 48.4 per cent of total capacity operated. A year ago 1,042 mills ground 35,233,902 bushels, which was 44.9 per cent of total capacity operated.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—

NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

HESS WARMING & VENTILATING CO.

1207 So. Western Ave.

CHICAGO

Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba

Supreme Court Decisions

Mature grain, which has been cut and threshed, is "personal property," not savoring of realty.—*Starits v. Avery*, *Supreme Court of Iowa*. 213 N. W. 769.

Broker Must Ask Margin Before Selling Out.—A "purchase on margin" charges broker with duty of carrying the securities purchased for his customer until additional margin has been demanded and refused, unless some other agreement is made.—*Evans v. Hubbard*, *Supreme Court of New York*. S. 221 N. Y. 642.

Pooler Bound by Contract.—Where crop grower waived provision of co-operative crop-marketing contract, requiring certain number of signers of similar contracts, and dealt with association by delivering his crop for certain year to be handled under contract, he was bound by contract.—*Wenatchee Dist. Co.-op. Ass'n v. Thompson*, *Supreme Court of Washington*. 255 Pac. 918.

Seed Co. Transmitting Order Not Liable.—Seed company, which acted for farmer in ordering "spring rye" to be shipped him from feed mills, was not liable for damages resulting from shipment of "fall rye" which failed to produce crop, where shipment did not pass through seed company's hands and was not guaranteed by it.—*Larson v. Inland Seed Co.* *Supreme Court of Washington*. 255 Pac. 919.

Interstate Commerce Commission Can Not Arbitrate.—Under Interstate Commerce Act Feb. 4, 1887 (24 Stat. 379), as amended (U. S. Comp. St. § 8563 et seq.), Interstate Commerce Commission has no jurisdiction to determine disputed claims for money due from a shipper to a transportation company, either as a court or arbitrator, but such matters are left for determination by the courts.—*Davis, Director-General v. Rochester Can Co.* *Supreme Court of New York*. 221 N. Y. S. 666.

Agreement to Furnish Machine Repairs Free.—A written offer, to the manufacturer or dealer, for the purchase of a weighing machine, which provides for the immediate delivery of the machine, stating the price and terms of payment, made upon the understanding or condition that the seller will furnish mechanical parts required for five years without charge, is accepted by the shipment of the machine.—*Columbia Weighing Machine Co. v. Vaughan*, *Supreme Court of Kansas*. 255 Pac. 973.

Holder of Draft Entitled to Preference.—Amount of draft, purchased from bank by trust company with draft on bank in which it had insufficient funds, having been fraudulently procured from issuing bank by trust company's receiver, to whom such company's correspondent bank remitted amount, funds were held in trust by him for issuing bank, which was entitled to preference of claim therefor without prejudice to other preferred claimants against mass of fund returned by correspondent bank.—*Leach, State supt. of banking, v. Central Trust Co.* *Supreme Court of Iowa*. 213 N. W. 777.

Shipper Can Recover Overcharge Due to Misrouting by Carrier when Diverting.—Where shipper, on requesting diversion of shipment, did not specify route, but merely asked diversion and delivery on basis of through rate, it was entitled to have shipment moved by cheapest available route and at lowest rate that applied thereto. State court has jurisdiction of action against carrier to recover overcharge on freight shipment, involving only question of fact relative to lawful and prescribed commission rate and not the reasonableness of the rate or an administrative discretion, without first resorting to the Inter-

state Commerce Commission.—*W. L. Shepherd Lumber Co. v. Atlantic Coast Line R. Co.* *Supreme Court of Alabama*. 112 South. 323.

Crop Mortgage.—Chattel mortgage, authorized under Rem. Comp. Stat. § 3779, by tenant in possession of farm land, to bank creditor, covering wheat crop to be planted in 1924 and harvested in 1925, held not to cover crop harvested, where mortgagor, after summer-fallowing land, surrendered possession to his landlord, who re-rented farm to a third person who made wheat crop thereon. While a chattel mortgage on crops to be planted, under Rem. Comp. Stat. § 3779, is valid from date of its execution and filing, it does not attach until the thing that it mortgages comes into being.—*Third Nat. Bank of Walla Walla v. Kniffen*, *Supreme Court of Washington*. 255 Pac. 378.

Carrier Liable for Damage Due to Leaky Car.—Damage to shipment of rice being caused by leaky cars furnished by carrier, it is liable, whether the rain occurred before or after its liability as carrier changed to that of warehouseman, after lapse of time which consignee had in which to receive and unload shipment after notice of arrival. Under evidence in action for injury to shipment of rice during Food Administration days, the rice having no market value in the condition in which carrier delivered it, held, that shipper could recover difference between price paid for rice, less amount received for it after being cleaned, plus cost of cleaning and freight paid.—*Davis, Federal Agent, v. Standard Rice Co.* *Court of Civil Appeals of Texas*. 293 S. W. 593.

Car Must Be Actually Loaded within Life of Contract.

Clement Grain Co., Waco, Tex., plaintiff, v. G. B. R. Smith Milling Co., defendant, before the Arbitration Com'te of the Texas Grain Dealers Ass'n, composed of J. S. Criswell and M. C. Rail.

This claim is filed by the plaintiff for \$96.85 loss on a car of oats. The evidence and pleadings show that the *Clement Grain Co.* sold to the *G. B. R. Smith Milling Co.* one car of oats for shipment on or before June 5, 1926. The evidence shows that the plaintiff furnished the defendant B/L dated at Valley Mills, Tex., June 5, 1926. The papers, however, were not furnished for some days afterwards.

The defendant in this case undertook to secure evidence that the oats were not shipped within contract time and evidence submitted shows that the car tendered on this contract was being loaded on June 8th, notwithstanding the shipper furnished the plaintiff in this case B/L dated June 5th and made draft with B/L attached accordingly. The defendant rejected the car on the grounds that it was not loaded and not shipped within contract time and submitted affidavits to that effect, which are not denied by the plaintiff.

The Com'te finds that the second paragraph of Rule 7 of trade rules of Texas Grain Dealers Ass'n says, "Grain to apply on sale for shipment must be actually loaded, B/L signed and dated within life of contract." Also the last sentence in Rule 19 says, "Any loss resulting from irregular or incorrect Bs/L shall be paid by the seller."

The Com'te is forced to decide, from the evidence before it, that the car was not actually loaded within the contract time, therefore the B/L was incorrectly dated and the car did not apply on contract and the defendant was within his rights in rejecting the car.

The Com'te concludes that the plaintiff sold or should have sold the car to best advantage after rejection and, therefore, holds that the defendant owes the plaintiff nothing and assesses the cost of this arbitration against the plaintiff.

Grain Claims Bureau, Inc.

19 So. La Salle St. Chicago, Ill.

Audits for purpose of recovering your freight claim losses will cost you nothing. We will not fail to fully protect your interests. Our charges will never exceed 33 1/3% of amount recovered; frequently less. We would like to serve YOU.

W. S. BRAUDT, Pres. and Treas. HARRY J. BERMAN, General Counsel

Grain Carriers

Surplus box cars in the United States on May 31 totaled 133,345, an increase of 6,346 over May 23.

The complaint of the Baltimore Chamber of Commerce vs. the Ann Arbor Railroad et al, docketed by the I. C. C. as No. 18715, was postponed from June 20 to Sept. 20.

Contracts have been let by the Canadian Pacific for 5 extensions of 20, 21, 66 and 22 miles each in Saskatchewan and Alberta. The 66-mile line will extend from Cutknife, Sask., to Whitford Lake.

Loadings of grain and grain products for the week ending June 4, totaled 36,418 cars, a decrease of 418 cars under the same week in 1926, and 1,745 cars below the corresponding period in 1925. In the western districts alone grain and grain products loadings totaled 22,896 cars.

Buffalo, N. Y.—The steel bottom "Lachinedoc" carried 92,800 bus. on her maiden voyage from here to Montreal, the largest grain cargo ever loaded here in a 13 1/2 ft. draft vessel routed thru the Welland Canal. The Paterson Steamships, Ltd., operate the boat, which company is a subsidiary of N. M. Paterson & Co., grain dealers.

Kansas City, Mo.—Railroad officials and millers met here June 10 at the invitation of the Millers Export Inspection Bureau for the purpose of discussing box car fumigation. The meeting was called for the purpose of interesting railroads in taking action to safeguard shipments from damage by insects while in their care.

Sioux City, Ia.—Sioux City scored a decisive victory in a fight to maintain the present schedule of rates and transit privileges on grain shipments to Pacific Coast territory, in the handing down of a decision finding the complaint of the Aberdeen (S. Dak.) Commercial Club unjustified and the present transit arrangements granted Sioux City not unlawful.

The U. S. Circuit Court of Appeals heard argument recently in the case of Spencer Kellogg & Sons, fined \$11,000 for rebating elevation allowance. The defense is that the grain firm did not act for the carriers, but against their protest. The position of the federal government which initiated the prosecution seems to be that the Interstate Commerce Act covers local charges for elevating grain.

Sufficient Supply of Box Cars in Country.

The supply of box cars in all parts of the country is sufficient to meet all requirements according to the latest report of the car service division of the American Railway Ass'n.

The major test of the efficiency of box car distribution methods occurs in connection with the annual wheat harvest starting in the Panhandle of Texas about the middle of June and moving northward until September. The volume of movement depends, of course, upon acreage planted, weather conditions and market demands, the results frequently being different in winter wheat and spring wheat states respectively.

Last year there was one of the largest movements of winter wheat on record, altho the spring wheat volume was unusually small. The areas of heaviest production in the winter wheat states were Southwestern Kansas, Western Oklahoma and the Panhandle of Texas. In other parts of the winter wheat area the crop was below normal. The traffic on the lines serving the districts of heavy production exceeded all previous records. Shipments were greatly accelerated by the use of combination harvester-thresher machines.

While yet early to venture any definite predictions as to the winter wheat production this year, the best information, based upon careful analysis of acreage and crop conditions, indicates that the movement will be as heavy as last year, although distributed over a larger area.

The Trans-Missouri-Kansas and the Southwest Shippers Advisory Boards have established Terminal Grain committees at all interior markets and the port of Galveston to function in connection with the movement of the 1927 crop, the same as in 1926.

It is freely acknowledged by everyone that the co-operation of these committees last year was a major factor in the prompt release of cars at terminals and in the extraordinarily good movement secured on cars in grain service.

Proposed Transit Rules Amended.

For two years the Western Trunk Line Committee, E. B. Boyd, chairman, has been working on the formulation of transit rules that would be acceptable to the carriers, the shippers and the Interstate Commerce Commission. The proposed rules have been amended from time to time, and as considered by a joint meeting of all interested at Chicago June 17, were acceptable to the carriers and shippers in most particulars.

In Rule 1 paragraph (g) was eliminated, reading "The transit destination means the destination to which the commodity is forwarded from the transit station."

Rule 2 was approved without change, reading "These rules and regulations will apply only on grain, hay, seeds, their products and other articles accorded transit privileges under tariffs making specific reference to this Circular."

D. A. Small, traffic manager of the Archer-Daniels-Midland Co., Minneapolis, strenuously objected to the last paragraph of Rule 5, reading:

(g) When different kinds of grain or seeds cleaned out or separated from those originally way-billed to the transit station are forwarded, shippers must surrender one or more freight bills covering inbound grain or seeds representing the kind of grain or seeds from which the shipments forwarded were cleaned out or separated and must certify on the shipping directions that such outbound commodity was cleaned or separated from grain or seeds received, stating the kind of such grain or seeds. In such cases full reference to each shipper's certificate must be inserted in the way-bill and if a mixed carload the shipping directions and way-bill must show the weight of each commodity.

The objection was that on corn and oats cleaned out of flaxseed and shipped on from Minneapolis his company would have only flaxseed billing to apply and would have to pay the flaxseed rate on the coarse grains. Others also objected; and the obnoxious paragraph was stricken out.

The requirements to be observed by shippers, as published in full on page 683 of the Journal June 10, were not materially changed, but in the lengthy discussion points were made that were preserved for action by the Commission.

S. H. Benson, for the Chicago Board of Trade, here took advantage of the opportunity to remind the chairman and the representative of the Commission, L. C. Nelson, assistant to Director of Traffic Hardie, that Chicago grain elevators are now working under a daily settlement, and that if the liberal rules of the Western Trunk Line Committee are placed in effect there will be a demand for similar treatment for other transit points. Chicago is working under the Central Freight Ass'n rules.

J. A. Milburn, on behalf of St. Joseph, objected to Rule 6 and offered the following substitute, which Chairman Boyd stated would have favorable consideration when drafting the final rules:

(F) On mixed or blended products, etc., manufactured from transit ingredients enumerated in paragraph (e), Item No. 5, or reissues, and not more than 20 per cent of other ingredients not named therein, the thru rate to be protected on the transit portion on which

inbound tonnage is surrendered will be the rate from point of origin to destination on the outbound product in effect on date of shipment of the inbound commodity from point of origin, but in no case will the thru rate to be protected be less than that applicable on the inbound commodity from point of origin to the transit point, except as otherwise provided. On any portion of the transit ingredients on which tonnage is not surrendered, the rate on feed from the transit point to destination will apply except that on 20 per cent or less of transit and (or) nontransit ingredients the highest balance rate (not carload rate from transit point), applicable on any transit ingredient contained in the mixture may be applied from transit point to final destination subject to a minimum of 6.5 cents per hundred pounds without the surrender of tonnage. Applicable only at transit points in Arkansas, Louisiana and Oklahoma. (See Note 2.)

Mr. Milburn's objection to the rule was that St. Joseph feed manufacturers buying tankage locally had to pay the tankage rate on the feed going to St. Louis and the Southeast, while feed manufacturers at Wichita could get their tankage ingredient moved at corn rates.

All the suggestions offered were taken under advisement.

Assisting Mr. Boyd in conducting the conference were F. J. Hoffman, assistant manager of the Western Weighing & Inspection Bureau, and L. C. Nelson, representing the Interstate Commerce Commission.

Shippers present were: A. B. Ayers, Cream of Wheat Co., Minneapolis; L. E. Banta, Board of Trade, Indianapolis; W. A. Bruce, Merchants Exchange, St. Louis; H. A. Feltus, Van Dusen-Harrington Co., Minneapolis; R. M. Field, American Feed Mfrs. Ass'n, Peoria; W. E. Johnson, Russell-Miller Milling Co., Minneapolis; J. A. Kuhn, Grain Exchange, Omaha; C. A. Lahey, Quaker Oats Co., Chicago; J. W. Irvine, Board of Trade, Louisville; C. J. Kucera, Southwestern Milling Co., Kansas City; C. F. Macdonald, Board of Trade, Duluth; J. Geo. Mann, Northrup, King & Co., Minneapolis; G. F. Nicolin, rep. both Grain Exchange, Sioux City, and International Milling Co., Minneapolis; E. S. Wagner, Millers National Federation, Chicago; W. J. Rowley, Albert Dickinson Co., Chicago; F. B. Willette, rep. both Grain Exchange, St. Joseph, and Chamber of Commerce, Atchison.

I. C. C. Activities.

The Commission will hear argument July 18 at Washington in 18738, North Dakota Mill & Elevator Ass'n v. Northern Pacific.

Examiner Mohundro will take evidence June 30 at Gulfport, Miss., in I. & S. 2914, grain and grain products from C. F. A., W. T. L. and S. W. to Mississippi Valley points.

Refund with interest has been awarded by the Commission to the Michigan Bean Co., of overcharges on beans from Clifford, Pigeon, Owendale, Cass City and Bad Axe, Mich., to Fenton for picking, and reshipped over the D., G. H. & M., between December, 1922, and February, 1924.

A rate on 6 shipments of grain in excess of 15.5c is held unreasonable by Examiner Clarke in 18534, Jonesville Milling Co. v. Wabash. The grain moved from Hamilton, New Haven and Spencerville, Ind., to Jonesville, Mich., was milled in transit, and reshipped to Chicago.

Proposed increased rates on corn, oats, rye, barley and sorghum grain from certain Panhandle and Santa Fe points in Texas to destinations in Mississippi Valley and Southeastern Territories when made on Memphis (Tenn.) combinations, were suspended from June 18 to Jan. 18, 1928.

In 17928 reparation of \$132 was awarded Albers Bros. Milling Co. from the Santa Fe on a car of oats moving in September, 1922, from Porum, Okla., to Oakland, Cal., and re-consigned to McCloud, Cal. The complaint arose thru failure of the railroad agent at Oakland to collect from consignee at McCloud the local rate, as instructed by shipper.

Washington, D. C.—An increase in grain rates from Santa Fe railroad shipping points in Kansas, Oklahoma and Colorado to Sioux City, Ia., was declared unreasonable by the I. C. C. on June 20. The subjects incorporating the increases were proposed to become effective Feb. 26, but had been suspended by the commission upon the protest of shippers concerned. They would have brot about increases amounting to 4c for 100 lbs.

Seeds

Corpus Christi, Tex.—South Texas Seed Co., Inc., incorporated by Wm. Gerhardt, John B. Harwicke and A. F. Harwicke.—P.

Green Springs, O.—L. F. Lenhardt, formerly with the Crabbs Reynolds Taylor Co., Crawfordsville, Ind., is now with the O. & M. Seed Co.

Milwaukee, Wis.—The L. Teweles Seed Co. has let the contract to the Fraser Co. for the erection and equipment of a 7-story elvtr. addition, 70x100x98 ft.

Fairview, Mont.—The Jerome B. Rice Seed Co. is erecting a new warehouse here. Wilbur Brotherton of Bozeman will have charge of the local interests.

New York, N. Y.—The Produce Exchange has recently appointed the following committee on seeds: Marshall H. Duryea, Wm. Jacot, Ernst Wehncke and O. W. F. Randolph.

Dinuba, Cal.—D. W. Schofield has opened the Dinuba Feed & Seed Store, a new business, and will specialize in feeds and seeds and buy barley and wheat from the growers.

St. Louis, Mo.—A broken sprinkler pipe in the warehouse of Ed F. Mangelsdorf & Bro. damaged 4,000 bags of seed. The loss was covered by insurance and the seed sold for feed purposes.

Kansas City, Mo.—The 50th anniversary of Howard S. Patrick's business career was recently celebrated with a dinner at his home to which members of the firm of the Rudy-Patrick Seed Co. and their families were invited.—P.

Mt. Vernon, Ind.—Demand for early maturing seed corn in southern Indiana has been heavy during the past few weeks and according to Nelson Kelley, manager of the Mt. Vernon Milling Co., much of the corn has gone to farmers at a distance.—C.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.
Kraus & Apfelbaum, field seed dealers.

INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.
Rudy-Patrick Seed Co., field seed merchants.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
Kellogg Seed Co., field and grass seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.
Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

Zinc for Siding and Roofing.

All of the common metals become tarnished upon exposure to air and dampness, due to films of oxide, carbonate or sulfid forming on the surface. The oxides of iron are loose and friable, changing from a lower to a higher degree of oxidation into what is known as rust, which blows away, the oxidation or rusting continuing until all the metal is gone.

The coating formed by the air on bright zinc is basic zinc carbonate and oxide, which differs from that formed on iron, by being tenacious and clinging tightly to the metal. When once the initial coating has formed the process stops, the surface of carbonate and oxide protecting the metal beneath.

No applied coverings of any kind can even approximate the thoro protective qualities of such a coating, not only because of its perfect adhesion to the sheets, but because it applies itself naturally around punched holes, sheared edges, and the many other vulnerable openings for corrosive attack upon coverings which do not possess this inherent quality of self-protection.

A house on Staten Island, built in 1844, was demolished in 1921 to make room for a new structure. The zinc roof on this building, which had been in service for seventy-seven years, had retained all its original toughness and had in no way deteriorated, or become brittle from exposure to the salt sea air. This roof was salvaged and brought a considerable sum as scrap.

At Peru, Ill., in a service that required replacement of ordinary metal covering every fourth or sixth year, a zinc roof has stood for 25 years of service.

Where operating conditions involve explosion hazards, the lightness of corrugated zinc sheets offers protection not afforded by heavier materials. The grain trade, for instance, has suffered many dust explosions which in concrete construction caused very serious damage, whereas such explosions in metal-covered buildings have taken off the siding, doing little damage to the structure and contents.

The proper application of zinc makes it desirable to lay roof sheets to cover two spans. A maximum purlin spacing of about four feet is recommended—somewhat less than is the practice in detailing for the ordinary metal coverings. These figures are for the usual building temperatures. Where extremes of heat are caused by furnaces, supports must be placed closer together.

Altho zinc requires a closer purlin spacing than the ordinary metal covering, lighter purlins can be used as the load on each is reduced. In general, less than 10% more structural steel will be required for zinc. Girt spacings need not be altered for zinc.

Marked economies are possible in the lighter weight of structural steel required for corrugated zinc construction, as compared to the tonnage required for the many heavier forms of permanent roof coverings.

Roofing Sheets are made in two standard widths of 27½ and 40½ inches, having a covering width of 24 and 37 inches, respectively. Corrugations are ⅞ inch deep and 2½ inches wide (nominally). Roofing sheets are made with the first corrugation ending down and the last ending up, so that the usual side lap of 1½ corrugations may be made.

Siding Sheets are made in two widths, 26¾ and 39½ inches, having a covering width of 24 and 37 inches, respectively. The corrugations are the same as those of the roofing sheets, but both end corrugations are down, so that the usual side lap of one corrugation may be made.

Sheets may be obtained in any length up to and including 12 feet. Sheets with lengths in even feet are carried in stock, odd lengths of feet and inches will be rolled to order.

Corrugated zinc sheets may be used on any roof which has a slope of 3 inches or more to the foot. Roofing sheets should lap one another 6 inches at the ends, siding sheets

should lap 4 inches. Metal lighter than No. 13 gauge should not be used for roofing unless supported by a full boarded surface. Roofing sheets lap one another a corrugation and a half at the side. Siding sheets lap only one corrugation at the side.

More care should be taken when laying zinc at temperatures below 40 degrees F. Zinc is brittle when cold and does not lend itself to rough handling at low temperatures.

Since the tensile strength of rolled zinc is less than that of sheet steel, and the distance between purlins should be less for zinc than for steel. For a load of 30 lbs. per sq. ft. the maximum purlin spacing for No. 13 gauge is 40 inches; for No. 14 gauge 44 inches; and for No. 15 gauge 48 inches. The overhang at the eaves, i. e., the distance from the lowest purlin to the edge of the sheet, should not exceed 12 inches.

To compute the weight of corrugated zinc sheets required, multiply the area to be covered by the weight per square foot of metal and add from 10 to 20% for side and end laps.

Corn Borer Work in the Courts.

The first decision under the corn borer control act was decided in favor of the government by the court of appeals at Toledo, O., recently, overruling an injunction granted a farmer, Van Gunten, restraining L. H. Worthley, administrator of the corn borer campaign, from plowing under 18 acres of wheat.

The wheat had been drilled, and two members of the court inspected the field and suggested that men walk between the rows and pick up the corn stalks, to save the wheat crop, which was exceptionally good. Van Gunten agreed to do this.

Administrator Worthley says that most farmers are giving full co-operation in the clean-up campaign. In the one-per cent infected area, a strip extending 25 miles wide from the lake to the central part of Ohio, the clean-up has been nearly 100 per cent.

Fortieth Annual Statement OHIO MILLERS MUTUAL INSURANCE COMPANY.

January First, Nineteen Twenty-Six.

ASSETS.

U. S. liberty bonds.....	\$265,200.00
National obligations, constituting the strongest and safest of all investments.	
Municipal bonds.....	208,762.50
The obligations of counties and other state subdivisions of unquestioned security.	
First mortgage loans.....	27,000.00
Secured by first liens on real estate conservatively valued at more than double the amount loaned thereon.	
Cash on hand and in bank.....	131,289.71
All at interest in the leading and strongest banks.	
Premiums in collection.....	235,813.13
Due from policyholders. All of which is good and collectible.	
All other assets.....	10,201.31
Accrued interest on investments reinsurance recoverable.	
Total admitted assets.....	\$878,266.65

RESERVES.

Reserve for unearned premiums.....	\$376,104.94
Amount required to carry all unexpired policies to terminating date.	
Reserve for losses and claims.....	81,293.43
The amount necessary to pay all incurred losses and claims in full.	
Reserve for taxes and expenses.....	16,500.00
Amounts owing for taxes and other accounts but not yet due.	
Reserve for contingencies.....	4,368.28
A purely voluntary reserve to meet any unforeseen or unexpected contingency.	
Surplus to policyholders.....	400,000.00
This is the amount over and above all legal reserves and known liabilities. It consists of a "guarantee surplus" of \$250,000.00 and a "divisible surplus" of \$150,000.00.	
Total reserves and surplus.....	\$878,266.65
Over \$12,500,000 paid policyholders for losses. Audited and certified to be correct—Joseph Froggatt & Co., Certified Public Accountants. Fundamentally sound. Financially secure. Economically efficient.	

Insurance Notes.

Jos. C. Adderly, formerly manager of the defunct Integrity Mutual Casualty Co., of Chicago, is now President and General Manager of the Ohio Millers Mutual Insurance Co., of Columbus.

Indianapolis, Ind.—Edward A. Wiley, recently treas. of the Grain Dealers National Mutual Fire Ins., Co., and for many years identified with it, died in that city June 3 after a brief illness. He had been a hard worker and handled the duties of his office most efficiently. He was kindly, considerate and popular among his fellow workers and enjoyed the esteem and high regard of all.

Kansas City, Mo.—U. S. Epperson, 66, died June 3 after an extended illness, from apoplexy. Mr. Epperson founded the U. S. Epperson Underwriting Co., the Elevator Underwriters, and the Lumbermen's Underwriting Alliance. The Elevator Underwriters organization was a fire interinsurance exchange for elevators, founded in 1902, of which Mr. Epperson relinquished control in 1907. He was well known in the reciprocal insurance field.

The Millers Nat'l Federation and the Ohio Millers Ins. Co.

H. L. Beecher, chairman of the Board of the Millers National Federation, in his address to the members at their annual meeting said, "The milling industry is deeply concerned in the continued success and financial responsibility of the mutual fire insurance companies, hence the Federation has an obligation to see to it that these companies are so conducted as adequately to protect the mills against the risks which they assume. I feel that the general situation in respect of mutual insurance is of such importance as to justify special consideration by the Federation's committee on insurance of ways and means whereby the mutual interests of the companies and the millers may be promoted and conserved."

The Insurance Committee of the Federation in its report presented at the Chicago meeting had much to say about the Ohio Millers Mutual Insurance Co., but requested that its report be not published; however, the Com'te enters no objection to our publishing the 40th and the 41st financial statements of the company, which should prove of more than passing interest to its policyholders.

According to the 40th annual statement the losses paid to policyholders aggregated \$12,500,000, while the losses paid at the time of making the 41st financial statement was \$12,999,322.01, or \$499,322 more than at the time of making the previous statement.

Forty-first Annual Statement OHIO MILLERS MUTUAL INSURANCE COMPANY.

January First, Nineteen Twenty-seven.

ASSETS.

U. S. liberty bonds.....	\$270,400.00
National obligation, constituting the strongest and safest of all investments.	
Municipal bonds.....	79,615.00
The obligations of counties and other state subdivisions of unquestioned security.	
Real estate.....	61,000.00
Cash on hand and in bank.....	31,089.82
Premiums in collection.....	18,759.36
Due from policyholders and agents.	
All other assets and deposits in branch offices.....	12,394.36
Total admitted assets.....	\$473,258.54

RESERVES.

Reserve for unearned premiums.....	\$275,717.76
Amount required to carry all unexpired policies to terminating date.	
Reserve for losses and claims.....	70,871.57
The amount necessary to pay all incurred losses and claims.	
Reserve for taxes and expenses.....	17,500.00
Amounts owing for taxes and other expenses.	
Surplus to policyholders.....	109,169.23
Total reserve and surplus.....	\$473,258.54
\$12,999,322.01 paid to policyholders for losses. Fundamentally sound. Financially secure. Economically efficient.	

DODD

System of Lightning Rods

prevents lightning losses. Full credits on insurance allowed in every instance.

You owe it to your business to protect it from this greatest of hazards.

Write for information.

Dodd & Struthers Des Moines, Iowa

Receiving and Shipping Set of Grain Books

Grain Scale Book Size of page, $10\frac{1}{2} \times 15\frac{3}{4}$ inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L.F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red Keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.75. Weight, 6 lbs.

Grain Shipping Ledger. Size of page, $10\frac{1}{2} \times 15\frac{3}{4}$ inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.25. Weight, 6 lbs.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

After Twenty-Five Years

LIGHTNING was one of the active hazards with which we had to deal in the early days of our history. Much has been done through the installation of proper rodding systems and iron coverings to reduce the losses from this cause; but LIGHTNING is still an active hazard and will be until the last elevator is protected. Write us for full information.

J. J. FITZGERALD

Secretary-Treasurer
Indianapolis,
Indiana

GRAIN DEALERS
NATIONAL MUTUAL FIRE INSURANCE CO.
INDIANAPOLIS, IND.

C. R. McCOTTER

Western Manager and Asst Sec'y
Omaha,
Nebraska

Insure your Home and Your Car the "Grain Dealer's Way"

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President

A Legal Reserve Mutual Fire Insurance Company

Anti-friction Bearings

have proven efficient, economical and practical for all flour mill and grain elevator duty. More FIRES are caused by hot bearings than by any other cause. Anti-friction bearings, either roller or ball, practically eliminate all fire hazard from this cause.

Write your insurance company or this office for details.

THE MILL MUTUALS

Represented by the

Mutual Fire Prevention Bureau

230 East Ohio Street

Chicago, Illinois

1902 --- A Quarter of a Century --- 1927

of dependable insurance for grain men.

We write Fire and Tornado Insurance covering Grain Elevators and Contents, also Residence and Mercantile property.

NEARLY HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 25 YEARS

**TRI-STATE MUTUAL
GRAIN DEALERS FIRE INSURANCE CO.**

LUVERNE, MINN.

E. A. BROWN, President

W. J. SHANARD, Vice President

E. H. MORELAND, Secretary

W. Z. SHARP, Treasurer

President G. C. Miller of Dodge *re Timken Bearings*

“Their final conclusion was that your bearing best met these requirements . . . Field experience . . . over several years has confirmed the correctness of our decision.”

DODGE MANUFACTURING CORPORATION
ENGINEERS AND MANUFACTURERS
MISHAWAKA, INDIANA

EXECUTIVE OFFICE

February 7, 1927.

The Timken Roller Bearing Company,
Canton, Ohio.

Gentlemen:-

in answer to your inquiry as to why we adopted the Timken tapered roller bearing as standard in our various lines of equipment.

We had been aware of the fact that there was an increasing demand for a satisfactory low friction bearing for transmission, material handling, and general machinery.

Our engineers had been watching the development and studying the performance of the various anti-friction bearings offered for something over twenty years.

Their studies convinced them that all the better makes were satisfactory as anti-friction bearings; that they all reduced the mechanical friction to practically zero; that the slight advantages claimed first by one, then by another were actually insignificant and generally due to difference in testing set-ups for observation.

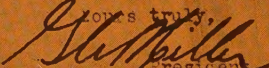
In the opinion of our engineers, nearly all the bearings had shortcomings that indicated they were not what we required in the service we had in mind.

They established as of basic importance great ruggedness in order to take care of shock and unforeseen peak loads to be met in practice, ability to take thrust loads, the practicability of securing correct mounting in volume production. They also felt that it was desirable if the manufacturer of the bearings were in such position as to control everything from the manufacture of the steel to the finished bearing. Of course, the anti-friction characteristics should be fully up to accepted practice.

Their final conclusion was that your bearing best met these requirements; that it was based on correct principle; that the quality of material and workmanship, including inspection and testing was all that could be desired.

Our field experience with many thousands of your bearings and extending over several years has confirmed the correctness of our decision.

GCM-J

Yours truly,

President